INDUSTRY

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OVERSHOES • FOR TINY TOTS

EMMCO-UP BY THE BOOTSTRAPS

Page 6



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INDUSTRY

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VOLUME 39 NUMBER 8

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THIS MONTH'S COVER photo shows the newest product of EMMCO Products Division, Essex Master Mold Co., Inc., Essex. It is the EM brand Circus Boot for infants and toddlers, packaged in a gaily colored box with circus scenes. The box has a cellophane window showing the bas-relief clown design on the boot toe.

LESLIE M. BINGHAM Editor

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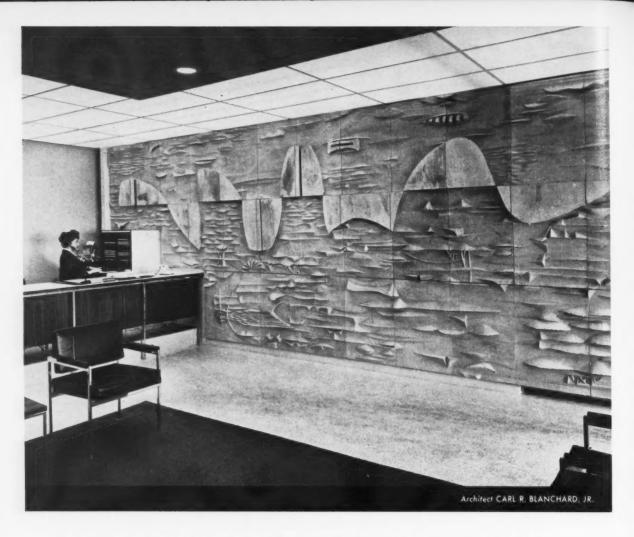
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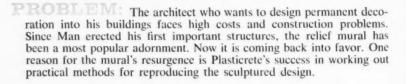
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Fine Art in the Office: The Concrete Mural



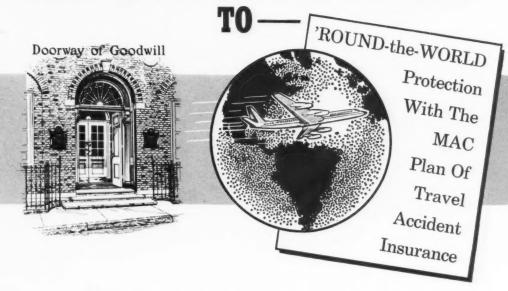
The concrete mural pictured above is the focal element in the reception area of Cuno Engineering Company's new offices in Meriden. Working in the Plasticrete laboratory, Sculptor John Marshall developed a process for pre-casting under-cut relief designs in concrete, previously possible only by stone-cutting. The concrete mural sections are then taken to the site and installed. The result is inspiring, and presents the architect with new possibilities for impressive interior and exterior design.



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Family Reunion: Yesterday and Today

♦ THE annual family reunion, once the most exciting event in the year for American families, has now become little more than a conversation piece for persons over fifty.

"And what a pity it is," might well be the comment of an Irish-American wit. They came from a few miles up to 30 miles away with their buggies packed to overflowing with their children and food baskets drawn by Old Dobbin to Uncle Hector's pine grove, with the swimming hole conveniently a stone's throw away. There was only one exception. Cousin Jess and his bride, who had "struck it rich" from the oil in their back meadow, came honking their way into the front yard in their new Oldsmobile touring car.

When the "kissin' cousin" greeting episode was over the food baskets were unloaded and their contents distributed onto the picnic tables. After the standard blessing by Uncle Hector came the big feast. It lasted until everyone said an emphatic "no" to the "won't you have some more" entreaties of the women folk. No modern hotel could surpass the variety of food offered on such occasions.

At this point the now over-upholstered members of the clan separated into groups. The women cleared the table and headed for an afternoon of rare family gossip amid the occasional clutter of dishwashing. The men played horseshoes, looked over Uncle Hector's prized animals, and a few surreptitiously found their way to the half-hidden cider barrel in the root cellar. The young fry played games or cooled themselves in the "ole swimming hole". Everybody, in short, had thoroughly enjoyed the day before departing as the sun leaned heavily westward. Good food, wholesome recreation and getting up-to-date information about the family clan in a near-phoneless era, had provided the recipe for this most exciting day of the year.

Now that the phone, motor car and plane have telescoped distance from hours to minutes, members of the family clan may keep close contact with each other separately several times each year in a small fraction of the time required in the phoneless horse and buggy era.

Today's family reunion, modern style, has now become the business conference, or annual meeting, where businessmen with many common interests gather together to exchange views, to be brought up to date in certain areas of interest and, on occasion, receive inspiration that leads to a profitable new endeavor. Such is the meeting scheduled for Tuesday, September 12, 1961 at Yale University, New Haven. It is the annual reunion of Connecticut's industrial family who are members or guests of the MAC clan.

Just as Aunt Mollie and all the other aunts and cousins sought to vary the menu for each family reunion, so does MAC seek to whet appetites with variations from the mental menu of the previous year. In contrast with the past several years, when conferences have provided the "food for thought" during the afternoon sessions, we are offering this year the thoughts of two accomplished speakers on two important topics.

One speaker is John L. Sloop, now Technical Assistant to the Director, Space Flight Program, National Aeronautics and Space Administration. A graduate of the University of Michigan with a degree in electrical engineering, who has been engaged in rocket propulsion research since 1945, and who headed the major effort in rocket research at NASA Lewis Research Center in Cleveland from 1949 to 1960, Mr. Sloop has a highly fascinating story to tell about "The Exploration of Space—Accomplishments and Plans." With the space age now in a stage comparable to the automobile development of the early 1900's, here is a rare opportunity to learn a few facts that may be of real value to manufacturers alert for new design, production and sales opportunities in the coming space age.

The second speaker on the afternoon program is Frank Maria, an internationally known authority, consultant and lecturer in the field of human relations. An honor graduate of Boston University, Mr. Maria has served since 1946 as an industrial executive and consultant, as a member of President Eisenhower's People-to-People program, as a participant in the White House Conference for the World Refugee Year, and as a member of the U.S. delegation to the 11th General Session of UNESCO in Paris in 1960. For his liaison work in UNESCO he was cited by both the State Department and the White House as one making "a contribution of unprecedented and outstanding value." A forceful speaker and well known to many industrial management men in Connecticut, his address on "Human Relations-A Myth or a Method" will include both interesting and helpful information for industrial manage-

The day's diversified menu will be further enriched following dinner by the address of the featured speaker, Mr. Harold W. Handley, former Governor of Indiana, who retired from office on January 9, 1961. In addition to earning, during his four year term as Governor, an outstanding reputation for integrity, efficiency and economy, Mr. Handley has acquired a national reputation as a spokesman for private enterprise for which he was recently awarded the George Washington Honor Medal by Freedom Foundation. During his service as Governor, Indiana led the nation in per capita plant expansion. Since May 1961 he has been serving as president of the Indianapolis advertising and public relations firm of Handley, Gross, Luck and Miller, Inc. His talk on "Today's Challenge-Tomorrow's Heritage" should be as inspiring as his performance as Governor of the debt-free Hoosier state.

Other features at the evening session will be an address of welcome by Governor John Dempsey and a brief annual report by MAC President, Carlyle F. Barnes.

It is our hope that our mental menu for this year's family reunion will be as enticing to you as it appears to us, and that a record number of reservations will be received not later than September 8.



EMMCO'S offices and factory are in the old Comstock-Cheney plant in Ivoryton.



EMMCO'S office, though equipped with modern furniture, still retains the old Yankee atmosphere and tradition.

EMMCO — UP BY The BOOT

A RARE combination of people, each with remarkable talents and specialties, but all with one common goal has resulted in the establishment and rapid growth of a new company in Ivoryton, Conn., The Essex Master Mold Co. Inc., creators and manufacturers of plastic protective footwear and other plastic items. The company's immediate success can be attributed first to the courage of the founders to break from tradition plus their unified belief that beauty, styling, and utility can be combined. Second, that success is also due to the realization of this conviction in their principal product, Em Brand Cowboy Boot Overshoes for boys and girls and Em Brand Circus Boot Overshoes for toddlers and in-

The Product and Its Reception

These all-weather overshoes are unique because for the first time in the footwear field here is a completely styled overshoe with 100% utility and ruggedness to withstand hard usage by children, combined with authentic appearance and decorated with sculptured multi-colored bas-relief designs — a vast departure from the trend resulting in very high sales and wear appeal. Children are fascinated with them for

their genuine appearance and ease of getting on and off. And, at last, the frustrating battle of making children wear overshoes has been won by Mother; children not only gladly wear these overshoes but won't take them off!

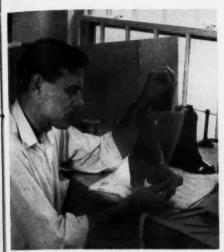
Highly styled, Em Brand Cowboy Boot Overshoes are made in brown and white. The upper of each boot is carefully grained to simulate leather and has an artistically multi-colored horse and rider in bas relief. Black vinyl plastic pull-on loops are securely riveted to the uppers providing just the right authenticity. A heavy duty sole and unique heel brand enables the young "cow-puncher" to leave the imprint of a typical cowboy brand at every step in snow or mud. Because these overshoes are made of a special plastic, they will not crack, chip, peel, or mark the floor, and are designed to outlast rubber.

In spite of the fact that these overshoes were put on the market very late last season, they were tremendously successful almost overnight. Based on this enthusiastic acceptance, a new product, Em Brand Circus Boot Overshoes for toddlers and infants will be introduced to the market for next season. Made in white, each boot has a cute multi-colored clown in bas re-

lief on the toe with a circus elephant peering at the clown from the heel. Here again, Emmco has combined attractive styling, durability, and practicality. Heavy soles provide long wear in spite of the toddler's faltering gait; easy on and off, and a long lasting finish kept like new by merely wiping with a damp cloth . . . all important features to be considered in any overshoe.

Merchandising Innovation

But Emmco has not stopped with the design and manufacture of a topnotch product at a competitive price; their progressiveness has carried over into merchandising. For the first time in the footwear industry, their packaging has resulted in the only change in many years. The Cowboy Boot Overshoes are contained in a box appropriately decorated with typical ranch brands. However, the greatest innovation is the Circus Boot package. Each pair is neatly packed in a bootshaped box decorated with fanciful circus scenes, and has a cellophane window through which the clown on each boot smiles up at the customer. Those buyers who have been shown the Circus Boot and package are extremely enthusiastic and feel that the



An EM Brand Overshoe Boot in the design stage at Essex Master Mold requires not only great skill and experience but also the patience and technique of a master sculptor.



Each boot is carefully spray painted adding color and merchandising appeal to EM Brand Overshoe Boots.

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eye-catching package will do much to help sell the item.

Early Beginnings

The kind of thinking behind the product design, development and packaging is also quite evident in the formation and growth of the company. Emmco was founded as a partnership in 1957 by Ted Pool and Peter Wells for the design and manufacture of master models and molds for the footwear industry. The company's superiority, design, craftsmanship, and technical know-how immediately found a ready market among plastic overshoe manufacturers. Pool, who marketed the first plastic overshoe in this country known as "Tide-Overs" and Wells, who has had considerable experience in the footwear field, knew that the advantages of vinyl plastic protective footwear far out-weighed those of rubber or leather. Furthermore, they were also convinced that a really attractive vinyl plastic boot overshoe could be manufactured and marketed at a price competitive with rubber.

Knowing the market and with firm convictions, Pool and Wells decided early in 1959 to start their own manufacturing business. As a result of his previous "Tide-Overs" business and



EM brand Cowboy Boots made record sales last year in spite of being marketed well after the store buying season.

AUGUST, 1961

contacts resulting from being a designer with the Hood Rubber Division of B F Goodrich, Pool knew where he could locate the necessary capital. So two years after its inception, Emmco became incorporated with Pool as President, Wells as Secretary and VP-Operations, and Roger Pile Treasurer, who brought the company marketing and packaging techniques.

Forced Expansion

Plans for expansion moved rapidly.

Larger quarters were required; the undersized one-car garage could not be conceivably enlarged to contain the necessary equipment and machinery to meet the anticipated consumer demand. Space was acquired in the recently refurbished Comstock-Cheney plant Ivoryton, Connecticut where many years ago elephant tusks were converted into piano keys. At the time of the move into these deeply steeped in Yankee Tradition quarters, Hy Packman joined the company as VP-

Production. Packman was the first to slush mold an overshoe, and has been in this field for over ten years. When told of Emmco plans and products, Packman enthusiastically sold his interest in his own overshoe manufacturing firm in New York and came to add his experience and know-how to the new corporation.

In this relatively new industry much of the slush molded process is still a highly guarded secret and most of the equipment must be designed and built to meet critical operating specifications. Fortunately, Emmco principals were all well experienced in this field. So designing the specialized production equipment was far from an insur-mountable task. However, because of the critical operating factors involved, rigid and almost incessant supervision had to be exercised over the contractors to see that all the specifications were maintained down to the most minute detail. Doing much of the work themselves, and with Packman's expert guidance and experience, the special equipment was combined with standard processing components such as industrial ovens, conveyors, racks, kettles, and other devices to rapidly become a completely modern and highly efficient production line for the manufacture of vinyl plastic overshoes. Courage of their convictions, a thorough understanding of the process, and a fine product paid off - the initial run and subsequent production were outstanding successes.

Another former associate of Ted Pool who joined the company when it moved to larger quarters was Ira Cool who had recently retired after many successful years as sales manager for a large, well-known manufacturer of women's plastic footwear. As Emmco National Sales Manager, he travelled the country with hand made samples from East to West, landing the prime department stores as accounts, and established a nation-wide sales force. Cool states that he has never had such a wonderful product to sell, and even though the buying season for protective footwear was over, buyers enthusiastically placed orders for immediate shipment in spite of the fact they already had committed themselves for full stocks of competitive foot-

Emmco had grown from a two man partnership with one employee to a corporation with five principals, 50 employees, and a 15,000 square foot plant. But more significant, Em Brand Cowboy Boot Overshoes were at last launched. Substantial orders were coming in daily. Demand increased in such amazing proportions that a night shift became necessary and the prin-

(Continued on page 44)



Flash, excess vinyl from the molding process, is neatly trimmed from the upper part of the boot.



EMMCO is merchandising conscious and each pair of boot is packaged in an attractive box designed to increase sales appeal.

AIR TAXIS LENGTHEN YOUR DAY

By JACK USHER, President Usher Aviation, Inc., New Haven

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■ THERE probably are very few business executives who don't travel by air to save precious travel time. But when the destination is not near a scheduled airline stop, business men often settle for slow, time-wasting transportation.

While airlines serve fewer than 600 cities, there are more than 7,000 landing fields where business aircraft can land. Generally these smaller airports are much closer to the center of the city than are airline airports.

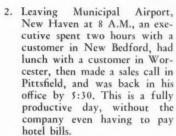
Business Flying Changes Travel Habits

A business aircraft takes you swiftly to your destination, without restrictions on when you can leave or where you can go. For the large company, with daily need for air travel, purchasing or leasing a business aircraft provides a good solution. The less frequent user can benefit without tying up capital by using air taxi. Either way, top management, salesmen, and technicians can save fantastic amounts of their most valuable commodity—time—by flying to their destination.

How Air Taxi Can Stretch Productive Time

A few actual case histories will serve to illustrate how much more productive a business day can be by using air taxi.

1. A diesel engineer was flown to Mattituck, L. I. to repair a tugboat engine. An air taxi waited and brought him back 4½ hours later. Total travel time was only one hour, saving fourteen hours of this specialist's time charges. The tugboat was back in service much sooner than it would have been. Cost for air taxi was only \$42.50 including waiting time.



 Four executives regularly spend a full business day with a big customer in Buffalo, and are always back home the same day for dinner. Round trip takes three hours, and costs \$58.50 per person.

Combining Airline and Air Taxi

It's obviously less expensive and faster to use a scheduled airline flight from New York to Chicago, Los Angeles, or Houston. But how much time does one waste going to the New York airports? An air taxi to LaGuardia or Idlewild will deliver one there from New Haven in only 24 minutes, at a cost of from \$27.50 to \$50.00 for all 3 or 4 passengers,



JACK USHER

depending on make of aircraft. Total time saved is substantial, yet cost per passenger is as little as \$9.17, plus landing fees and waiting time, if any.

Pleasure Uses, Too

Once an executive has experienced the convenience and time-saving enjoyed with air taxi, he often uses this method of travel for his personal pleasure. It's easy to make a weekend seem like far more, when travel time is shortened. Executives and their families are often picked-up at any Connecticut airport, and are flown to Nantucket for a weekend, to Montauk for a day of fishing, or to Idlewild to meet the airliner flying them to Nassau.

(Continued on page 28)



Piper Aztec powered by two 250 hp Lycoming engines cruises at over 200 miles per hour with five passengers or a total useful payload of 2,025 pounds.

Foreign Industry and the Connecticut Economy

By FRANKLIN FARREL 3rd, President, Farrel-Birmingham Company, Inc.

■ I HAVE been to Europe three times in the past year for the purpose of analyzing how best our company could retain a position for our products in world markets, and, obviously, have had opportunities to make some observations, even if limited, and to draw certain conclusions.

Last summer several Swiss bankers with whom I talked pointed out the basic differences between the European economy and the U.S. economy. In a nutshell, the European economy is further behind and therefore has more pent-up demand for such durables as autos, refrigerators, television sets and electrical appliances. There is still a large percentage of families that do not have these things, whereas the demand in the United States now is, to a large degree, for second or third units. The demand in Europe is tremendous and deliveries are much longer than in the United States. Our recent recession was hardly felt at all in Europe except perhaps temporarily in the automobile industry in England. The longer deliveries and the pent-up demand act as a cushion which we do not have in this country. Expansion is taking place at a terrific pace. For example, our licensees are spending more proportionately for capital expenditures than Farrel-Birmingham is in this country, in spite of the fact that we more than doubled ours for this year and ours is more than double our depreciation.

Labor Rates

Turning briefly to the subject of labor rates, those in Europe are considerably below comparable rates in this country. Eighty cents is a high average rate in most countries and the labor rates in Spain are as low as 15¢ an hour, compared with rates well over \$2.25 an hour for comparable work in this country. Furthermore, the rates of annual increase in Europe, although higher percentage-wise, are lower in actual cents per hour than in this



FRANKLIN FARREL, 3rd

country. Even more important, in Britain at least, we were told that the rate of increase is considerably less now than it was a year ago.

Union-Management Relations

Turning to the subject of labor and union relations, my impression from talking with European industrialists is that in many countries labor unions exert their primary bargaining power through dominance of one or more of the strong political parties. Perhaps because of this, the labor-management atmosphere at the plant level appears to be more constructive than is fre-

Editor's Note: In a recent address to the Ansonia Rotary Club Mr. Farrel spelled out for his audience in succinct terms what the new and powerful wave of foreign industrial competition means in local terms. He also made precise suggestions as to a sound course for Connecticut and all U.S. industry to take in meeting the pressures of overseas manufacturing. Following is a digest of Mr. Farrel's address, with sub-topics added.

quently the case here in the United

In Europe the job of getting a quality product out safely and on time is much less interrupted by unions using grievances as a bargaining tool or to handle local in-plant political problems, as is often the case in this country. To put it bluntly, the pendulum seems more fairly in a perpendicular position in Europe, with the unions appearing to have a more mature attitude and to have settled into a less flamboyant and less defensive role which saves time and energy on both sides. There appears to be less struggle for power, with a consequent orderliness that leads to better efficiency.

Tariff Barriers Crumbling

Tariff barriers are gradually being eliminated among Common Market countries which adds one more handicap to a United States company trying to do business in Europe from here. The concept of the Common Market was encouraged by the U.S. Government, as was the elimination of tariffs within it. This leaves us on the outside with a tariff wall protecting the Common Market and one surrounding us. If the concept of free trade advocated by the U.S. Government is carried to its ultimate conclusion, these tariff walls should also be eliminated, and, it would seem to me, would have to be if the Common Market were ever to be expanded to include the NATO countries.

Therefore, it is more than likely that for the long range we cannot count on tariffs to protect our domestic industry, although they are essential, in many areas, in the meantime. This country would be placed in an untenable position politically, for the long term, if we were to build tariff walls high enough to protect our inflationary economy and keep out foreign competition. This does not mean, however, that protective tariffs are not badly needed in many areas right now.

Industry Enjoys More Governmental Advantages In Europe

In touching on governmental advantages accruing to industry in European countries, a number of important comparisons can be brought out.

- (a) Lower income taxes in these European countries leave a bigger percentage of the sales dollar for wages, materials and profits which, in turn, can mean more purchasing power from corporations interested in investing in research facilities and in plowing back money for other capital expenditures, or the additional buying power from the wage-earners and stockholders.
- (b) A second consideration is the greater government aid and insurance in financing export business from the respective European countries.

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(c) A third point is that European companies usually get more practical assistance from their toreign offices than do U. S. companies. The Swiss bankers pointed out to me that we only leave our foreign embassy representatives for two or three years in any one spot and then move them. By this time they are just getting their feet on the ground and learning their way around. Then we send in another "green" man. This problem is recognized in Washington and steps are being taken to lengthen the tour of duty, but, even so, the turnover will still be high.

In the over-all, the approach of government to business in European countries is entirely different than in the United States in many respects. Business is looked on as an important employer of labor, as a very important tax-income source and as an essential that should be encouraged rather than harassed. For example, these governments encourage business expenditures for new plants and equipment by depreciation allowances that are far more realistic than those allowed in the United States.

And here I think a difference in attitude toward cartels or anti-trust might well be briefly discussed. Foreign governments generally encourage cartel arrangements whereby competitive companies can cooperate with each other to obtain foreign business, whereas in this country the interpretation of the anti-trust laws today is most confusing and frustrating to an American company, as well as being completely incomprehensible to a for-

eigner. In fact, foreigners think we are "nuts".

I by no means intend to imply that I think an American company should deliberately break the law. I believe the law should be obeyed. On some things such as price fixing, the interpretations are very clear. On the other hand the law only says in effect that it is illegal to perform any act that is in restraint of trade? The answer is left to a hodge-podge of precedents set by court decisions and administrative orders.

I would like to cite just one example of where it has worked to the detriment of everyone. We were negotiating with a foreign company for a license to manufacture one group of their products in the United States. We estimated that this might add a million dollars a year to our business and many thousands of hours of work for our employes. However, negotiation finally collapsed because one part of this line is competitive with one of ours and we could not work out provisions in this part of the business that would satisfy the licensor and, at the same time, not be suspect under the anti-trust law.

Present Status at Farrel-Birmingham

Where does all this leave Farrel-Birmingham, its empolyes and stock-holders, and more broadly, Ansonia?

Sometime ago we reached a point where it was next to impossible to sell machinery for delivery in Europe manufactured in this country. So we now have three licensees in Europe, one of long standing and two of more recent vintage and they are very busy on our products which, in turn, is helping to supply work to our engineering departments as well as actually helping regain some work for our shops in the form of parts.

Many American companies have found that their exports have been increased materially to Europe since they have established manufacturing facilities there. They are getting entree to companies and market coverage that they could not afford before, and they are therefore sometimes able to sell products made in this country.

To summarize, licensing in Europe has not taken work away from our plants, as it would have gone to competitors in Europe in any case, and we would not have obtained any part of it. Our licensing arrangements have helped to get at least some additional subcontracting work for the shop, as well as an appreciable amount of engineering work. It also has helped to keep our designs of machinery before the various industries we serve, as well

as giving a share of support to our research and development program to help keep our products on top.

The possibility of manufacturing our products here for shipment abroad is largely a thing of the past and the possibility of any drastic change is very slight. The problem, however, is how serious is the threat of importation of foreign products, or, to be specific in our case, machinery.

In our opinion, there is no clearcut yes or no answer. Therefore, we have about decided to hedge our bets. Specifically, on the assumption that there will be a demand in the United States for our products manufactured here, with a little export business to Europe, as noted before, plus some to countries in other parts of the world, we are investing well over two million dollars on capital expenditures for our domestic plant.

However, it is not beyond the realm of possibility that in the future the demand for our products from within the United States may either decline or require that we build abroad in order to compete price-wise. We already have lost a few orders in this country to foreign competition.

Our customers are very much aware of the price advantages of foreign buying but have hesitated to purchase up to the present time because of several factors including service (and by this I mean engineering service as well as shop service), longer and more unreliable deliveries and, in a very few cases, a "buy America" philosophy.

The hedge for us is to take a financial participation in a foreign company and this is exactly what we are exploring at the present time. It obviously appears to have other advantages too, such as being a good short-term investment, strengthening worldwide reputation of our products, which, in turn, is a help domestically.

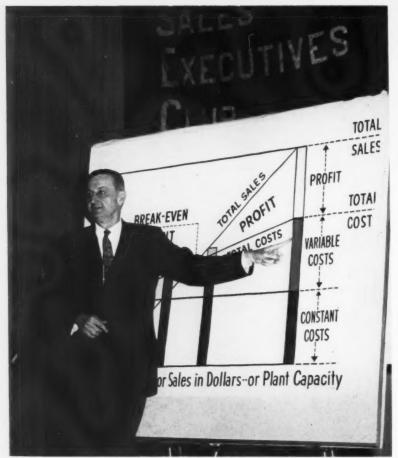
Origins of Present Threat

What has brought about this threat to our domestic production?

First and foremost, Europe has, or almost has, caught up technologically. In European countries there are plants that are as modern, or in some cases even more so, than in this country. The time it takes to perform a given operation compares very favorably with the time required in this country under similar conditions and this is particularly true on jobbing type of work similar to ours.

Secondly, why don't we offset the lower wage rates of Europe by technological improvements? In other words, high labor rates multiplied by low hours could conceivably, and ac-

(Continued on page 40)



John D. Corrigan, using a visual aid in a talk to Sales Executives Club.

Your P-L Statement Can Fool You

By JOHN D. CORRIGAN

Editor's Note. The author of this article has been a business analyst and management engineer for 30 years and during this period has been a lecturer and author on profit-making and motivation techniques. In addition he also conducts profit-making seminars for executives and motivation seminars for salesmen, supervisors and executives, both for trade associations and individual companies.

■ AN EXECUTIVE came up to me after I had spoken before a meeting on "How to Get Out of the Cost-Price Squeeze on Profits" and said, "Our sales are up but our profits are down, and we didn't have any changes in prices or costs that should have caused this. You say the way to get out of a cost-price squeeze is to increase volume. That doesn't always work according to my experiences. We made excellent profits last year on less sales. How do you explain this?"

"Are you using Standard Costs?" I asked. "Certainly," he replied, "and

so do all other companies as far as know. It's the accepted costing method according to our auditors and accountants."

"Your Profit and Loss Statements are fooling you by not giving you a true reflection of the profits earned," I replied. "Standard Costs as well as the old production or job order method of costing are tied in with production, not sales. Therefore an increase in inventory without an increase in sales will show increased profits on your profit and loss statement. Actually those increased profits are still in the warehouse and have not been earned. You earn profit when a sale is made.

"Did you cut down on your inventory this year?" I asked. "We over produced the year before due to an expected increase in business that every economist said we'd have but which didn't materialize. So, naturally we had to cut down on our inventory.

"This explains your lower profits on your profit and loss statements even though you had the same or higher sales, and I'll prove it to you mathematically," I replied. "This year you were taking the profits out of the warehouse that were shown in your last year's statement and made your last year's statement look excellent from a profit angle.

"Or let me repeat, your Profit and Loss Statements do not give a true reflection of profits earned on sales. They show profits made by the production department according to the cost department whether sales have been made or not."

Every executive has every right to believe that if his financial statements are certified by a reliable auditing firm, signed by a CPA, and accepted by the government for income tax purposes, this is the actual profits or losses earned by his company. Furthermore, profit is the first thing a banker, a director and others look at to determine how good a manager you are.

Unfortunately, it is a fact that actual profits earned are not shown in most P/Ls. Earned profits are shown only when companies do not have any inventory, or the inventory is exactly the same for every accounting period, which is impossible, or the company is using direct costing that is tied in with sales, not production. Only a few companies are using direct costing which is highly recommended by the National Association of Accountants.

Why Most Profit Statements are Wrong!

The reason why P/L statements (Continued on page 28)

Advertising and The Open Mind

By WILLIAM S. BEINECKE, President The Sperry & Hutchinson Company



Ed. Note. This talk given last December before the Boston Advertising Club should be "must" reading by any businessman who is likely to be called upon to defend advertising.

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JSTRY

■ AS you know, I am President of The Sperry and Hutchinson Company. The Sperry and Hutchinson Company is a trading stamp company. It was founded some 65 years ago, back in 1896. The trading stamp, while originally conceived as a discount or reward for the payment of cash, has essentially a promotional effect. It attracts customers. It is not, as some people have believed in the past, a form of advertising in the ordinary sense of the word. We view trading stamps as something to be advertised.

I say this so that we can clear up any misconception there may be that my firm competes with advertising. The fact is that normally where stamps are used, the result is an increase in advertising linage. We have carried out numerous studies documenting this fact.

You may wonder why I have accepted this invitation to talk to you here today about advertising. My answer to that is that both advertising and trading stamps have historically been the victims of attacks based more often than not upon prejudices and emotions, attacks which challenge our very right to exist. To the extent that this kind of attack succeeds against either trading stamps or advertising, each has been hurt because we both make essentially the same kind of contribution.

I am not alarmed, and I am sure you are not, over resourceful critics who direct their energies at improving advertising as it appears on television, on the radio, and in our magazines and newspapers. I consider this to be healthy. It is part of the process by

which we grope toward greater skill and competency in our various fields.

My concern has arisen out of attacks which are directed against the basic process of advertising, against advertising as a legitimate, necessary, and constructive function in our social and economic scheme of things.

Whether trading stamps or advertising is the target, any criticism aimed at questioning the very functioning itself must include a very careful appraisal. Advertising cannot be judged as an isolated phenomenon. It must be judged in total context.

So let us take a fresh and thorough look:

First, at what our society is all about as it relates to you and me. What it is trying to accomplish.

Second, we can then examine the part our economic system plays in contributing to the total scheme of things.

Third, it will then be possible for us to examine the role of advertising as a part of our economic system—where it fits and what it contributes.

Fourth, we will look briefly at the nature of some of the current, intense criticism.

Fifth and finally, we can ask the question: what is needed to assure constructive contributions from critics and to assure a healthy development of advertising?

'The End of Man is Man'

So, first let us take a brief look at what our society here in America, taken as a whole, appears to be all about. What is its purpose? What does it appear to be trying to accomplish?

A great deal of discussion has been going on within the last year or two pertaining to this fundamental question. I do not consider myself to be by any manner of means a philosopher. I am a lawyer and a businessman. At the same time, like any conscientious American, I have spent a fair share of time pondering some of the problems of fundamental purpose. Any serious businessman must do so if he is to satisfy his own sense of purpose.

I think that the Commission on National Goals in reporting to President Eisenhower expressed in clear terms what our society is all about. I quote:

"Our enduring aim," the commission, said, "is to build a nation and help build a world in which every human being shall be free to develop his capacities to the fullest."

This idea is neither new nor complicated. It is, however, a fundamentally important idea.

During the course of the past year, the Columbia University Press published a volume by Shepard B. Clough, entitled Basic Values of Western Civilization. In this book, Mr. Clough raises some of the same questions we are asking here. He answers them by saying, "The end of man is man." He continues:

"The evidence which we have marshalled indicates that the West holds the individual—his life and his development toward a higher good—to be the basis of its value system. It is the individual in the last analysis who is glorified above all else and for whom the energies of society are employed. His welfare is considered to be above the welfare of any one group or any human institution."

Mr. Clough asserts that this attachment of importance to individual man by a society is not nearly so common as we who have long been accustomed to it might imagine. In fact, he holds it to be unique to present-day Western culture.

So, we have here an idea which while obvious to us, which while simple as to concept, has had a profound effect upon what we do and how we do it.

Certainly, we do not have to dwell upon the fact that our political system is built upon a belief in the importance and integrity of the individual. This belief is built into our Constitution. It is the very basis of the Bill of Rights. It is manifested in the process by which we govern ourselves. Therefore, man, his freedom, his ability to choose among alternatives, is the rock upon which our political system is erected.

Mr. Clough declares also that the Christian ethic is built upon this principle. Our legal system, our medical practices, our educational systems—all are consistent with acceptance of this fundamental regard for the individual and the idea that his development and fulfillment are our fundamental purpose—a justification for what we do.

Out of our deep respect for this end comes our passion for freedom, our guarding of individual choice. And out of this likewise comes persuasion as the chief tool for implementing man's exercise of freedom—in contrast to the coercion which is fundamental to totalitarian societies.

Each of us is free to do what he wishes, just so long as in the exercise of his freedom he does not impinge upon certain fundamental rights of others. I might here paraphrase a remark attributed to one of your former fellow citizens, Justice Holmes, who said that every man has the right to swing his fist, just so long as it stops short of another man's nose.

Business and the Individual

Our economic system, commonly called the free enterprise system, makes a contribution, which, because we are accustomed to it, can escape notice unless carefully re-examined from time to time.

Our system rewards the individual for individual effort. This is the profit system. Each man benefits by participating in creating a product or service helpful to others.

To operate successfully, the system must permit a wide range of choice for men—choice of what they are to do to make a living, choice as to how they shall enjoy the rewards of successful individual enterprise.

Money as the means of common exexchange offers a tool which can be converted, once acquired, into many things to satisfy man's wants and desires. It can be converted into charitable contributions. It can be converted into the possession of a famous painting. It can be converted into products, such as washing machines, auto-

mobiles, radios, television sets. Or it can be converted into the pure enjoyment of recreation—or for that mater, just lolling about.

Man thus contributes to the economic system as an individual and takes from it as an individual.

As we all know, today this system, with the development of business enterprise, has brought about mass production of goods, transportation to get goods to people, mass communications to tell people about the availability of goods and services, and thus mass distribution.

The system is based upon competition. Producers of goods and services must compete first to win people's attention and then their patronage. As producers vie with one another to make personal profit, they are contributing toward accomplishing the fulfillment of man's needs. And, as in the political system, the only weapon at their disposal is persuasion—expressed in terms of an attractive price, better quality, or of other attributes the producer feels will attract the consumer seeking to satisfy his needs.

Man is in constant search for the new and the better. What satisfied him yesterday is only the starting point for tomorrow. The economic system is perfectly adapted to man's needs in this respect. As it works under the pressures of competition it, too, is marked by a constant search for the new and the better.

As an economic system it has not only worked, it has become the marvel and envy of much of the civilized world. It has provided more of everything for more people than any preceding or contemporary system.

Advertising and Individual Freedom

Let us look at the function of advertising.

We have said that under our system aimed at serving the individual, we are free to act just so long as our actions do not impinge upon certain fundamental rights of others.

As our system has grown increasingly vast and complex, our organized individual acts have come to have an impact upon an increasing number of others-not only in the United States, but throughout the world. In one sense this ever-increasing interdependence has required restricting individual action. We naturally need more rules for a team game like baseball than for checkers. In a more basic sense, however, this added complexity and interdependence has brought greater freedom for all. For the complexity is a product of our vastly expanded wellbeing, enjoyed by every segment of our society. The American standard of living has doubled every generation for the last century, and will continue to do so. Virtually every household has had enormously growing opportunities to exercise initiative and action as the result of the facilities of modern transportation and communication, together with rising real incomes.

No amount of scornful criticism, based upon prejudice and emotion, can truly belittle *any* of the key elements in our economic system.

Advertising is beyond any shadow of doubt one such key element.

If we are to strive to provide all men with opportunity, with freedom of choice, with a selection of goods and services to satisfy their everemerging desires, we are confronted with a stupendous task.

However, we human beings "make do" as we go. We do the best we can. The test can never be that we are doing an adequate job. Even as we meet adequacy today, it becomes inadequacy tomorrow. New demands arise from man's constant search for something new and better. Moreover, new consumers are coming along every day.

It is impossible under today's circumstances to know every individual desire, and to meet it perfectly.

Marketing really involves two fundamental research processes. One of them uses public opinion research to try to measure existing needs and to fulfill those needs. The other involves industrial and scientific research in an effort to come up with new and better products which will, once their merits become known, create consumer demand.

Advertising as a communications device has the job of carrying to potential customers the story of old and broadly accepted products and the story of new products.

The role of advertising is thus part information and part persuasion. Its task is gigantic. The simple job of effectively bringing home to our vast population awareness of a new product is staggering.

Moreover, people have not only to be initially reached, but constantly reminded. However, as our production machinery has grown, so have our means of marketing and distributing. The newspapers, the periodicals, radio, television, hand bills, direct mail subway posters, car cards and billboards—all of them are carrying out a neverending job of attempting to inform and persuade.

This function of advertising, the instrument of mass communications, is of course far from perfect. As advertising men themselves would be the first to admit, they are learning as they go. The process has many

shortcomings and imperfections. Even so, the function of advertising is a part of a circle involving respect for and assertion of individual freedom, involving man's livelihood, his standard of living, involving mass production, speedy communication, swift transportation—in a word our entire marketing system. As a function, therefore, advertising cannot be eliminated without imperiling the system itself.

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Some Criticisms—and Prejudices

Constructive criticism of advertising, like constructive criticism of any institution in our society, is part and parcel of the very system itself. Our strength lies in the very fact that as individuals we are seeking constantly to improve whatever we do. This applies to advertising as well as to anything else. So criticism of advertising does go on, and it will go on. And it should go on. It is not this kind of healthy, constructive criticism which we need fear.

The astonishing thing about a great deal of the current criticism of advertising as a function is its origin. Much of it appears to spring from a welter of emotion, prejudice, and frustration.

To understand the criticism some background must be taken into account.

First, part of the criticism springs from some of the thinking about what economists call perfect competition. Perfect competition is a model of our system built by systematically assuming away one element of reality after another, until far from the reaches of daily living, a model of how competition might work if men didn't participate in it emerges. It envisages producers with perfect knowledge of consumer needs, consumers with perfect knowledge of all goods and services available to meet their needs, perfect mobility of all production resources, with all producers and consumers in effortless contact with one another. Fundamentally, scholars recognize that while such a model has an analytical use, it does not represent what happens in the marketplace.

Some, conceiving this model of perfect competition to be a realistic possibility, view any activity that intervenes between production and consumption as waste. Thus, they come to the view that advertising is waste.

Second, many of the present critics grew up in the depression era and imbibed deeply of then popular antibusiness attitudes.

Third, another element of background springs from the nature of the human mind, and its constant search for order. Order realized is simplicity. Complexity at times represents fatiguing challenge. Complexity partakes of the unknown. It is fraught with hidden and possibly perilous problems. It is a short step from this to the view that the complexities of modern society with its advertising is something undesirable. Compounding this are vague moral elements arising from our puritanical traditions. Before we know it, the undesirable has become the bad.

Fourth and finally, is an element which can be termed a form of nostalgia. The simplicity of yesterday takes on all the charm of a lost love. All of its hardships disappear, and only the pastoral simplicity remains.

Out of this welter of background, come the following kinds of criticisms today.

First, is the charge that much of our advertising dwells upon differences among products that are inconsequential, and at times ridiculous—and thus advertising represents a form of waste. This leaves out of account that while growth and progress cannot be perfect, men vying in competition must seek, if they are to attract the customer, to provide some desirable distinction to their product. Differences that seem small to some people are important to others. These critics fail to recognize that this road, while it at times does manifest itself in differences of little consequence, also leads to the major break-throughs of progress-the new invention, the new drug, the revolutionary new piece of machinery.

A few among this group of critics look about them and see areas needing significant improvement—our schools and our highways, for example—and proceed to compare the money spent on advertising with that spent in other areas. The group goes on to suggest that the money might be better spent on public projects.

This criticism, sincere though it may be, makes the mistake of assuming that the situation is "either-or." It fails to take into account that only by growth and increase in our national production, only by the creation of more and more wealth, can more and more money be moved into our tax reservoirs for public purposes.

A second major criticism insists that advertising, in its manifestations, is debasing man's tastes. One critic may be quoted as saying, "Without doubt, the advertisers are partly responsible for the American worship of goods, and any kind of goods for the savage emulation, for the cheap, shallow, noisy, blatant, bombastic, materialistic spirit of the people." That is quite a statement—and reflects intense emotional feeling.

Third and finally, some critics of advertising view with a jaundiced eye

the use of persuasion at all in advertising. They feel that the "lure" of advertising is overwhelming the common sense of the common people.

It is impossible to provide any documented answer to these last two criticisms-first, because the charges are fundamentally expressions of fear and, second, because no final answer can be made until the future itself has revealed our destiny. We could bring out figures concerning the increasing numbers who are being educated in our schools; we could bring out the dramatic increases in statistics on symphony and theater attendance; we could point to our growth and development in the Arts, and to any of the other encouraging signs of a soundly developing culture; but none of this would satisfy such critics because what they say reflects a lack of faith in a process involving individual choice.

These latter criticisms are in their way an ironic commentary on those who make them; for most of the critics view themselves as lovers of human freedom. Many designate themselves as "liberals." It is ironic that they of all people should profess a fundamental lack of faith in the ability of men to carve out their own destinies under a democratic system

designed for that purpose.

The Open Mind-A Contribution

The preceding analysis has demonstrated that advertising is an essential function, an integral part of a total system linked to the very fundamental and serious purpose of serving mankind. No amount of criticism should ever make us lose sight of this basic fact.

Looking toward the future, I am optimistic.

Nothing I have said should detract one iota from the fine and constructive critical work embracing the field of advertising that is going forward in scores of universities under the guidance of very able men.

I admire the academic mind and the constant, continuing contribution it makes in analyzing and criticizing our system. Our aim must be to encourage this kind of criticism and analysis.

I would issue a plea for the open mind in all the circles that judge advertising in its basic role—as it manifests itself imperfectly but, hopefully, with increasing competence, skill, responsibility, and service as part of the total society in which all of us live and work—in which we are privileged to carve out our individual destinies.

Looking ahead, I would expect a second thing to come about. I would

(Continued on page 28)

Survival of Freedom Depends on Faith

By Dr. N. BURNETT MAGRUDER, Executive Secretary Louisville Council of Churches Louisville, Kentucky

Preface

■ THE reader may find it of interest to know a little of how these volumes came to be published, and why they are called "Christian History of the Constitution of the United States of America."

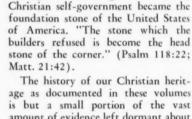
For about twenty years the compiler of these volumes searched for the fundamental reason why America embarked upon a path of socialism, and why Americans continue to travel this ever-increasing and widening road. About four years ago the answer became an obvious one; a scheduled talk before a small PTA meeting was cancelled by the Trustees of the school when they learned I was to speak on the religious nature of the Constitution and the Declaration of Independence. It seemed to me that this incident revealed a startling fact; that Americans evidently had forgotten the Christian foundation upon which this nation is reared and the importance of its relation to the form of government established by the Constitution. We as a people, were allowing ourselves to become separated from the keystone of our national structure—our Christian heritage-through such occurrences as had happened at this small school, By omission, America had deflected into socialism. The keystone in the arch of our national structure has been loosened.

God or Tyranny

In proportion as Americans let go of faith in the absolute power of God, they have accepted the belief in an all powerful State. This is true of peoples or nations, for their idea of God determines the form of their civil, political, religious and social institutions. Communism and socialism are anti-God and anti-Christian; the battle against communism and socialism never was, and is not now, just economic and political; it is religious. Shall Christianity be taken captive?

Ed. Note: In this month's contribution from Dr. Magruder to Connecticut Industry (as previously published in Action in Kentucky, newspaper of the Associated Industries of Kentucky) the author has used (reprinted) the Preface to a three volume work called "The Christian History of The Constitution," by Verna M. Hall, to authenticate the religious nature of our Constitution and to show why the degree of our alarming trend toward socialism reflects a decline of religion in the hearts of the American people to the same degree. This truly inspirational writing should be "must" reading not only for the Christian clergy, but for all citizens who profess to a belief in the Christian philosophy of life.

Today, when thinking and talking in terms of civil government, our ignorance of fundamental Christian history in the founding of our country becomes at once apparent. We invariably reject or misconstrue references to the word Christian-in relation to civil governments—as being doctrinal and sectarian. Our Christian history as a nation does not involve doctrinal or sectarian views and our failure to understand this, largely contributes to the present disregard of Christianity in relation to civil government. Each religion has a form of government, and Christianity astonished the world by



establishing self-government. With the

landing of the Pilgrims in 1620,

age as documented in these volumes is but a small portion of the vast amount of evidence left dormant about a hundred years, awaiting the lens of an awakened America to bring it forth. America aware of, and living according to, the Christian principle, participating in Christian worship, is like unto the sun dispelling the darkness. The dark night of collectivism can be dispelled by the sunlight of the Christ.

"Then spake Jesus again unto them, saying, I am the light of the world: he that followeth me shall not walk in darkness, but shall have the light of life" (John 8:12).

"Ye are the light of the world" (Matthew 5:14).

"The night is far spent, the day is at hand: let us therefore cast off the works of darkness, and let us put on the armour of light" (Romans 13:12).

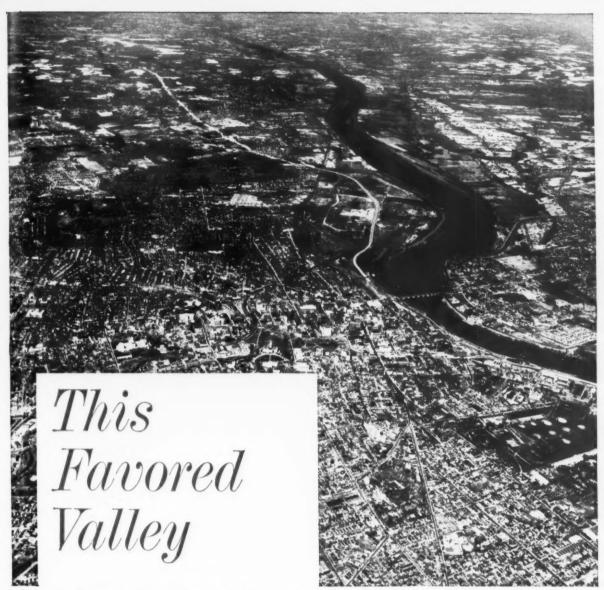


DR. N. BURNETT MAGRUDER

Paving the Way

My generation was in the universities when Americans began to alter the original form of their Federal and

(Continued on page 30)



The Connecticut! In all the world where else can one find 360 miles of valley so endowed by nature, so improved by man?

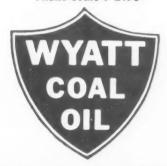
Along the reaches of this friendly river is a bounteous measure of what is good on earth: great vistas, fertile fields, peaceful homes, spiring churches, rooms of learning; and, essential to the Valley's prosperity, hundreds of industries.

Many different products come from the industries of the Valley, but most of them share one characteristic: **quality.** And this excellence is no mere chance. It is the natural expression of people who have innate pride in doing work well and right.

We, for our part, are proud that we serve the people of the Valley with dependable heat and power.

WYATT, INC.

Executive Offices: 157 Church Street, New Haven Phone STate 7-2175



Efficient Combustion with Constant Viscosity Bunker C Oil

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Hardly any group is too small to get insurance under the Travelers umbrella. If four or more people are employed in your business—the minimum number varies from state to state—your Travelers Agent or broker has a new package of benefits for you and your employees. Life Insurance,

Accidental Death, Weekly Disability Income, Hospital, Medical, Surgical and Major Medical benefits are available. Amounts of insurance are liberal. Administrative features are simple and streamlined. The cost is low. Ask your Travelers man today about the employee plan for "Four or More."

THE TRAVELERS Insurance Companies HARTFORDIS, CONNECTICUT

News Forum

This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.



Maurice Stanley, chairman of the Executive Committee and director, The Fafnir Bearing Co.

- ♦ OVERSIGHT. Some pertinent facts about Maurice Stanley, third president of The Fafnir Bearing Co., New Britain, were inadvertently omitted in the article, "Fafnir's First Fifty Years," published in the May issue of CI. Mr. Stanley joined Fafnir as its first sales manager in 1914 and became president in 1927, a post he held for 21 years, during which the company grew to become the largest independent ball bearing manufacturer in the United States. He served as board chairman from 1948 until 1956 when he retired from that post to become chairman of the executive committee. He also serves as a director of Fafnir and seven other corporations.
- ♦ WILLIAM F. AYLARD, formerly director of engineering, has been named a vice president of Chase Brass & Copper Co., Waterbury, a subsidiary of Kennecott Copper Corporation. The announcement was made by Glenn P. Bakken, president.

Mr. Aylard will continue to make his headquarters at the firm's main office at Waterbury where, in his new position, he will be responsible for the coordination of the Research, Engineering and Product Development divisions. ♦ A NEW LINE of air powered tools for tensioning and sealing heavy-duty steel strapping was introduced to sales representatives of Stanley Steel Strapping division, the Stanley Works, during a three-day sales conference held at the division's main plant in New Britain.

One of the three tools, the airpowered strap tightener, may be teamed up with either of the new airpowered sealers to bundle tubes and rods, tie mill coils, unitize sheet metal and to apply heavy-duty strapping in many other packaging operations.

♦ THE DEVELOPMENT of a new thermostatic-type hot air valve designed especially to prevent nacelle icing on turbo-fan jet powered aircraft was announced recently by Chandler Evans Corp., West Hartford, manufacturers of fuel control systems, valves and other accessories for aircraft and missiles.

Now in production for use on Boeing 707 Jetliners, the unit, known as CECO Model HAV-10 can be readily modified for application to other aircraft with similar types of power installations.

♦ A PORTABLE rail flaw detector has been announced by Branson Instruments, Inc., Stamford, incorporating several design improvements over earlier models. Completely transistorized, the Model TR-10 is much lighter—total weight is five pounds, and much more rugged in construction. It will detect many types of incipient cracks, before the rail fails entirely and causes an accident.

The operator walks along the track, sliding the transducer over the rail surface and listening for a distinctive tone in a headset. Any unexpected change in pitch, or a sudden absence of tone, indicates a crack, void, or other internal discontinuity, which is then marked for further investigation.

♦ SETON Name Plate Company, Inc., New Haven, has just been presented with an Award of Exceptional Merit by the Fasson Products Division of Avery Adhesive Products, Inc.

Announcing the 146th ANNUAL MEETING of

THE MANUFACTURERS ASSOCIATION OF CONNECTICUT, INC.

YALE UNIVERSITY, NEW HAVEN TUESDAY, SEPTEMBER 12, 1961

AFTERNOON SESSION

STERLING LAW BUILDING

ADDRESS: "The Exploration of Space Accomplishments and Plans" by John L. Sloop, Technical Assistant to Director, Space Flight Program, National Aeronautics and Space Administration.

ADDRESS: "Human Relations—A Myth or a Method" by Frank Maria, Management Consultant, Education and Civic Leader.

EVENING SESSION

Yale Dining Hall 6:15 P.M.

Guest Speaker: Harold W. Handley, Former Governor of Indiana.

Topic: "Today's Challenge—Tomorrow's Heritage".

Complete details will be included in program and bulletins being mailed in August.

Please make your reservations early!

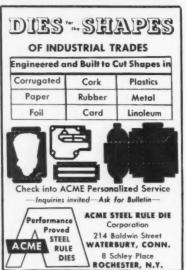
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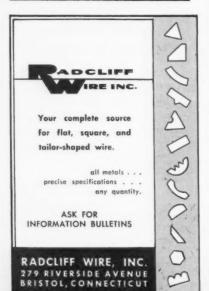
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The award honors Seton's leadership in quality and creativity . . . contributions that have played a significant part in the fast growing self-adhesives

industry.

In accepting the award for his company, Fenmore R. Seton, president, noted the great interest of the Armed Forces in pressure-sensitive label applications. The company has recently completed an order for 339,000 pressure-sensitive identification labels which are used by Naval authorities for name plate purposes in Polaris submarines.

♦ A SIX-PAGE bulletin CAS-2, available from the Machine Tool Dept., Cramer Division, Giannini Controls Corporation, Centrbrook, describes a new kind of assembly tool that combines pressing and staking operations. Automatic and manual models as well as typical assemblies are illustrated.

Independent press and stake force capacities, production rates and work space dimensions for each model are illustrated, as are the removable "C" holder assembly and standard inter-

changeable tooling.

A NEW high capacity "do-ityourself" transformer, called the Flexiformer Packaged Transformer Primary type TP 1000, just announced by The Superior Electric Company, Bristol, is designed to be used as a temporary or permanent source of a-c voltage or current transformer.

The required number of winding are merely hand-threaded through the center opening. When used as a source of a-c voltage, the input rating is 120 volts, 50/60 cycles single phase and the output rating is 1000 VA. Each turn of the handwound secondary supplies 0.75 volt at 120 volts input. When used as a current transformer, the Flexiformer winding becomes the secondary winding and a current carrying conductor passing through the center opening serves as the primary.

♦ DR. RICHARD C. SIRRINE has joined United Aircraft Corporation's Norden division as assistant chief-applied physics branch.

Dr. Sirrine was formerly manager of the surface studies group of General Electric Company's Advanced Semiconductor Laboratory.

♦ THREE APPOINTMENTS have been announced by The International Silver Company, Meriden.

F. C. Wood has been made assistant controller of the company. In this capacity he will be in charge of all customer accounting and assume direction of the Credit Department, Accounts

Receivable, Billing and Claims and Adjustments. He has been associated with the company since 1941.

William G. Cook has been named credit manager succeeding Mr. Wood and Rocco A. Reale has been appointed assistant credit manager.

♦ THE FENN Manufacturing Company, Newington, manufacturers of metal forming machinery, has published a new comprehensive catalog on Turks Heads, adjustable draw plates, that are widely used for forming accurate squares and rectangles directly from round wire and finishing special shapes or forming edge contours on flat metal ribbons.

The catalog contains detailed information on uses and applications, size control, surface finish, basic types, pull-through power sources, wire shaping mills, and case histories on actual installations.

Copies are available from the company.

. E. B. SHAW, president of American Thread Co., Willimantic, recently called for "an immediate and complete reappraisal" of Connecticut's unemployment compensation system.

Mr. Shaw disclosed that under the present plan over the past three years it has cost American Thread \$287,000 in tax payments to furnish ATCO employees with \$14,800 in unemployment benefits. In addition, while company layoffs steadily decreased, company payments steadily went up. Last year, while employees withdrew a mere \$2,500 in benefits, the company paid in \$119,700, nearly fifty times that amount.

He pointed out that the unemployment taxes the company pays per employee in Connecticut are five times what it pays under similar circumstances in its southern mills.

♦ THE ELECTION of Laurence C. Dewey as vice president in addition to treasurer of The Gray Manufacturing Company of Hartford, has been announced by President William Con-

Mr. Dewey joined the company in June, 1960 and was elected treasurer at that time. He was previously senior associate with Anthony B. Cassedy & Associates for two years.

Mr. Conover also announced the election and promotion of Frances Teller to secretary of the corporation, from assistant secretary. In her new position she will be responsible for corporate records and stockholder relations.

♦ INCREASING use of modern, light weight metals in today's industries has encouraged more wide-spread use of Helical Coil wire screw thread inserts in production as well as maintenance and repair operations.

To meet this increased need, a new series of 22 tap extractors (marked "S.T.I.") is now available from The Walton Company, Hartford. They are designed to fit all standard Helical Coil "S.T.I." taps from size #4 through \(\frac{5}{8} \)", of 2-fluted, and 4-fluted styles.

♦ APPOINTMENT of G. William Loveday to the newly created post of manager—product planning, Flexible Tubing Corporation, Guilford, has been announced by Frederick K. Daggett, president.

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Formerly assistant to the president for technical sales, Mr. Loveday will now be responsible for Flexible's market research program. He will also be responsible for origination and coordination of research, development and design projects and programs developing from current market requirements.

♦ SEYMOUR HARRISON and Norman Milkman have joined the Trak Electronics Company, Wilton, to form a new Data Processing Engineering Department. The new department will be devoted exclusively to advanced data processing engineering and the development of data display techniques.

Mr. Harrison has been named engineering manager of the new department. He was formerly associated with Budd Electronics, Inc., subsidiary of the Budd Company, where he was manager of special systems engineering.

Mr. Milkman has been named senior project manager of the new department. He was formerly associated with Budd Electronics, Inc. as a senior project engineer specializing in data processing.

♦ RICHARD I. KERN has been appointed vice president—marketing of The Barden Corporation, Danbury, manufacturer of precision ball bearings, it has been announced by Barden President, J. Robert Tomlinson.

Mr. Kern was formerly vice president—marketing of Miniature Precision Bearings, Inc., Keene, New Hampshire.

♦ KIMBERLY-CLARK CORPOR-ATION, the company that pioneered disposable handkerchiefs, now is asking industry to throw away the cloth shop towel and rags.

Following a test program to determine the best wiping material for industry, the company has announced the development of Kimtowels, a wood cellulose product designed to replace laundered cloth towels and rags at half the cost.

Now being marketed nationally, Kimtowels are said to be the first heavy duty paper shop towel designed to be reusable. More than two years of laboratory and field tests show that Kimtowels will hold up through multiple applications, thus effecting savings in original cost as well as cutting the cost of laundering and replacement due to loss or pilferage.

♦ SAVINGS of up to 50% in both grinding time and abrasive costs are reported by users of the improved FM-AA chuck and segment combination, according to Harley Hiscock, president of The Fuller Merriam Company, West Haven abrasive manufacturer.

An exclusive feature of the AA chuck is the circular echelon or staggered, overlapping segment arrangement. This, combined with the novel segment design, permits much faster cutting and clears chips and grinding residue away from the work automatically.

The chuck is available in standard sizes from 9 inches to 60 inches in diameter.

♦ ROWLAND W. ROSS, assistant director of Area Development, Hartford Electric Light Co., has been elected 1961-1962 chairman of the Connecticut Industrial Development Council.

The Council consists of 11 member organizations, all with full-time workers in the field of industrial development. Included among them are the four gas and electric companies serving the state, the two class I railroads, the telephone company, the state's two leading banks, the Connecticut Development Credit Corporation and the Connecticut Development Commission.

Other officers elected at the annual meeting of the council include: Vice-Chairman, James M. Graham, general industrial agent, New York, New Haven and Hartford Railroad; treasurer, William J. Lowry, vice president, Hartford National Bank; secretary, Charles H. Cass, assistant to the president, Hartford Gas Co.

♦ CORPORATE identification through color as well as typography, ranging through all "media" from packaging to stockholders' reports, has been achieved by The Fafnir Bearing Company, New Britain, according to N. Bruce Bagger, manager of marketing service.

Fafnir's new advertising campaign, called "Operation Impact-1961", will rely for the most part on multi-page inserts pre-printed on heavy paper stock so that the ads will literally "pop



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HARTFORD 10, CONNECTICUT

out" from among others in the magazines.

♦ MAXWELL D. COE, director of purchases of The Stanley Works, New Britain, has been elected president of the Purchasing Agents Association of Connecticut.

A graduate of the Wharton School of Commerce and Finance, University of Pennsylvania, he joined The Stanley Works the same year. He became assistant purchasing agent in 1947 and purchasing agent in 1949.

♦ A "WHITE ROOM" in which ground fuel handling equipment for liquid fuel missiles can be assembled under super-clean conditions, was opened in June by Hamilton Standard, division of United Aircraft Corporation.

The room initially is being used to clean and assemble components of propellant transfer units for the Air Force's Titan II missile. Manufactured by Hamilton Standard, these units pump and accurately meter liquid fuel from storage tanks to the missile.

The "White Room" provides extremely high degrees of cleanliness for assembling liquid fuel handling equipment. Missile liquid propellants are highly volatile. Their fueling systems must be free of any contaminants particularly those containing hydrocarbons.

♦ YORK Research Corporation, Stamford, has begun construction of an 11,850 square foot addition to its present facilities. Warren C. Hyer, York's president and board chairman stated that the new addition, the firm's fifth and largest expansion in the past four years, will provide the company with a total of 33,000 square feet of fireproof, sprinkler-equipped laboratory and administrative office space.

York Research is one of the nation's largest independent testing laboratories.

♦ NEW CONTRACTS exceeding \$18,000,000 in total value have been received by Avco Corporation's Lycoming Division, Stratford, it has been announced by James R. Kerr, president.

The latest awards, made by the Air Force's Aeronautical Systems Center, Air Materiel Command, Wright-Patterson Air Force Base, Ohio, cover additional production and support activities for Lycoming's T53 and T55 gas turbine engines.

♦ RALPH A. HART, formerly executive vice president of Colgate Palmolive and president of Colgate International, has been named president of Heublein, Inc., Hartford.

The announcement was made by John G. Martin, the newly elected chairman of the board, who will continue as the chief executive officer of

the company.

Mr. Hart joined Colgate as a salesman in 1932. Twenty-three years later, in 1955, he was elected president of Colgate International and a vice president of the parent company. He became a director in 1956 and executive vice president in 1957. As head of Colgate International he directed operations of 42 subsidiaries and an export department employing more than 12,000 people.

John G. Martin joined Heublein at its headquarters in Hartford as a salesman in 1928, became a vice president of the company in 1932 and was elect-

ed president in 1937.

♦ A CONTRACT to develop and build a rocket-borne spectrometer to study ultraviolet energy emitted by stars has been awarded to the Perkin-Elmer Corporation by the Princeton University Observatory.

The special instrument will be carried above the earth's atmosphere in an Aerobee-Hi rocket to measure and indicate the ultraviolet emission of a brilliant star. Similar studies from the ground are prevented by the opacity

of the earth's atmosphere.

In operation, the spectrometer will scan the ultraviolet regions of the spectrum during a period lasting less than five minutes. The instrument will record the ultraviolet light emitted by stars when the rocket is some 62 to 143 miles above the earth. Detailed information will be telemetered back to earth immediately as the entire spacecraft will be destroyed on re-entering the earth's atmosphere.

♦ THE LARGEST roll grinder ever built in the United States has been designed by Farrel-Birmingham Company, Inc., Ansonia, for United Engineering and Foundry Co. It will be used in the manufacture of plate mill rolls and other large rolls required in the steel industry.

The grinder will swing rolls 81 inches in diameter and 30 feet between centers and support rolls up to 400,000 pounds between centers. Provision has been made for extension of the beds to accommodate rolls up to 40 feet in length between centers if required.

♦ PETER K. BLOCH, president of Branson Instruments, Inc., Stamford, and Wellington Vandeveer, president of Circo Corporation, Clark, New Jersey, recently announced that Branson Instruments has acquired all outstanding Circo stock. Circo Corporation will continue to operate at its present location; no change in management or personnel is contemplated.

Mr. Bloch stated, "This acquisition combines Circo's thirty-eight years of experience in metal finishing and materials handling with Branson's know-how in ultrasonic cleaning and nondestructive testing.

♦ ROBERT VOLTMANN has been named product development manager by MacDermid Incorporated, Waterbury, manufacturer of metal cleaning, plating and finishing chemicals. He has been assigned to the company's research laboratory in the Waterbury plant.

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Before joining MacDermid, Mr. Voltmann was employed for twelve years by Chrysler Corporation as a laboratory supervisor and a project engineer.

♦ THE WORLD'S fastest helicopter, the twin-turbine Navy Sikorsky HSS-2, was demonstrated at the Paris Air Show at Le Bourget Field, recently. Demonstrating the amphibious craft was Commander Patrick L. Sullivan who, on May 17, flew an HSS-2 to a new world helicopter speed record of 192.9 miles an hour.

Following the Paris show the HSS-2 was shown to NATO personnel and civilian government representatives in

Germany and England.

♦ A NEW, six-page folder designed to describe PDCS—Prototype Die Casting Service, is being offered by Newton-New Haven Company, West Haven.

An explanation of the Prototype Die Casting process plus actual case histories and photographs illustrating how prototype die castings have been used are included along with a series of suggestions on how PDCS can be used to advantage by designers, purchasing officials and sales managers. Copies are available from the company.

♦ A LOW-COST, general utility wet blast cabinet incorporating many important new design features has been announced by The Pressure Blast Manufacturing Company, Inc., Man-

chester.

Called the Pressure Blast, Jr., the new unit is said to have been designed to meet the intermittent need for heat treat scale removal, cleaning prior to plating, cutting tool honing and general metal finishing in both large and small plants.

♦ THE WARNER BROTHERS Company, Bridgeport, manufacturer of foundation garments for women, and folding and set-up paper boxes, and primarily family owned since its founding in 1874, put 200,000 shares of common stock on the public market on May 25, at \$16 per share. The issue was quickly oversubscribed and the stock sold at a premium.

Net proceeds from the offering will be used by the company to reduce bank loans of \$6,287,500 incurred in 1960 to assist in financing the acquisitions of C. F. Hathaway Company, the shirtmaker, and Laros Incorpora-

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ed, the lingerie and sleep wear producer.

♦ ALL employees of Arrow Tool Company, Wethersfield, traveled to New York by chartered bus recently to attend the Exposition of the American Society of Tool and Manufacturing Engineers at the New York Coliseum.

The Arrow expedition left Wethersfield at 9:00 A.M., arriving at the Coliseum at noon. After a luncheon, arranged by the company, the group entered the exposition hall when the doors opened at one o'clock, and spent the afternoon viewing hundreds of ASTME attractions on three floors. Their prime interest was in booths that were related to Arrow's specialties-special tools, precision electromechanical and mechanical parts, components, and assemblies. Some of the staff attended a technical session of the ASTME Engineering Conference dealing with Operations Research, at the Statler Hilton Hotel.

One of the direct benefits derived from the trip was a renewed sense of competitive spirit to further develop and maintain the lead that Arrow now holds in manufacturing techniques and quality control.

• CRACK "blue" and "gold" crews of of U. S. Navy's Polaris missile-firing submarines will exchange places, one going to sea, the other keeping at top efficiency while on shore duty in a huge navigational training system run by electronic computers.

Installed at the U.S. Navy Sub school in New London, the giant trainer, in conjunction with other systems, is designed to simulate actual Polaris missile-firing missions.

The intricate simulator was developed and built for the Navy by Reflectone Electronics, Inc. of Stamford, in association with Electric Boat Division of General Dynamics, under contract with the U. S. Naval Training Device Center, Port Washington, N. Y.

♦ AN AIR FORCE H-43B Huskie helicopter, manufactured by Kaman Aircraft Co., Bloomfield, claimed a new world altitude record of 25,814 feet for helicopters carrying 1,000 kilogram (2,205.5 lbs.) payload, breaking a previous record held by Russia. Also claimed was a new national record which had never before been attempted.

A sealed barograph carried aboard the helicopter will be checked by the National Aeronautics Association to determine the exact altitude reached. The record then must be recognized by the Federation Aeronautique Internationale.

♦ EXECUTIVE changes have been

announced by Chromium Corporation of America, Waterbury. William J. Zubrisky, formerly executive vice president, has been elected president and chief executive officer. He succeeds Donald H. Bissell, who has been named chairman of the board.

Joseph J. Cassidy, formerly assistant treasurer, has been elected controller.

♦ REVOLUTIONARY changes in building materials and components and in public concepts of housing and home decor may be expected in the next 15 to 20 years, building research experts, meeting in Wallingford recently at a symposium on "New Materials for the Building and Construction Industry," declared.

These changes will be brought about by adaptation of a "tremendous backlog of scientific and technological knowledge" to building product research which will lower relative costs in home construction; give homeowners new dimensions in quality, serviceability and comfort; make feasible increased prefabrication and make practical many advanced types of innovations, such as paneling which heats, cools, or emits light, or nails that 'grow" to the wood in which they are driven.

Speaking at the symposium, sponsored by Quantum, Inc., both Dr. Clyde Williams, president of Clyde Williams and Company, Columbus, Ohio, and Dr. C. M. Doede, president of Quantum, stressed that there is a vast reservoir of scientific knowledge that is applicable to building materials development. Much of this knowledge has been generated in governmental research and merely needs imaginative adaptation to commercial products to set off a series of revolutionary changes in the building industry.

Both research leaders stated that the key to rapid progress in the building industry is in the cross-fertilization of technologies. This means taking ideas from one science and matching them up with ideas from another to create novel solutions to problems.

♦ THE FIRST fully automatic concrete masonry bloc producing equipment in Connecticut is now in full operation at the Plasticrete-Waterbury Corporation, Waterbury.

The huge new machine, designed by the Besser Company of Alpena, Michigan, and modified by Plasticrete engineers, enables the firm to produce uniform, extremely high quality bloc units more efficiently that ever before possible.

Philip Paolella, executive vice president of Plasticrete, noted that the new machinery will guarantee better product inspection, strict quality control and promote bloc plant safety, all important phases of the Plasticrete operation methods since the firm was founded in 1922.

The officers and management staff of Plasticrete feel that the new Besser-Matic and other modern equipment teamed with it, will enable the company to meet all demands for high quality, modern, fire-safe, uniform concrete masonry products for the architect, the contractor and "do-it-yourself" builder.

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♦ EXECUTIVE promotions have been announced by President Howard L. Richardson of the Stanley Works, New Britain.

William F. Oswalt has been elected executive vice president, filling the post vacated by Mr. Richardson when the latter was elected president on March 30.

Edward M. Haines has been elected to the new post of vice president, engineering.

Mr. Oswalt's business career of 31 years has been with the General Electric Company. His most recent assignment was that of general manager of the three divisions of direct current motor and generator operations, Erie, Pennsylvania, a position he has held since 1958.

Mr. Haines was formerly associated with Borg-Warner Corporation. He had been vice president and assistant to the president, York Division, York, Pennsylvania.

♦ SEVERAL new models of Sessions clocks have been announced by The Sessions Clock Company, Forestville. The new items, which were shown at the National Housewares Exhibit in Chicago, and the complete Sessions line are pictured in a new full-color catalog now available from the company.

The new line includes two new shapes in electric kitchen clocks, a solid mahogany, electric desk or mantel timepiece; two new electric alarm clocks with the "Doze" alarm feature; the "Limelite," a new kitchen clock with Panelescent® lighted dial, the only type of illuminated kitchen clock on the market.

The Chalet, a new shape, and the Shelton, a rich wood, both electric alarm clocks, were included in the initial showing in Chicago. Also displayed was an authentic replica of an English bracket clock, so popular during the Colonial era, named the Duxbury, in solid mahogany.

♦ A FENN Model 4-055 Combination Two-High/Four-High Precision Roller Bearing Rolling Mill has been installed in the Royal College of Science & Technology at Glasgow, C. I. through Fenn's affiliate, The Marshall-Richards Machine Co., Tds. Crook, County, Durham, England. The mill is being used for research and development in the department of metallurgy of the Royal College.

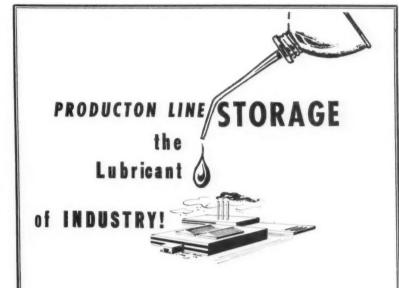
In a letter received from E. C. Elwood, Ph.D., F.I.M., Professor of Metallurgy at The Royal College, the latter stated, "The mill is operating perfectly satisfactorily, and we are very pleased with it and much appreciate the high standard of workmanship."

♦ GILBERT C. STRUBELL, administrative director, metallurgy and re-

search of Anaconda American Brass Co., Waterbury, has announced two appointments in connection with the company's new research and technical center.

Dr. Franklin H. Wilson has been appointed head of the physical metallurgy research division, and David H. Thompson has been appointed head of the chemical metallurgy research division.

♦ FOR MANY YEARS the bell toy center of the country, East Hampton has successfully added a new industry —the manufacture of silver products. Baldwin Industries now occupies a part



Trace the route of raw material through the factory. Note the amount and variety of storage equipment that is in use. It might be a tool cabinet to store machine parts, or a stock room for inventory.

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of the N. N. Hill Brass Co.

The principals of the firm, which started operations less than six months ago, are former executives of the Frank M. Whiting Company, Meriden. Products manufactured include sterling silver, silver and crystal combinations, and silver plated wares. Many of the items will be used for table arrangements.

♦ MERRITT D. VANDERBILT has been elected chairman of the board of directors of the High Standard Manufacturing Corporation, Hamden.

Mr. Vanderbilt retired recently as president of Greist Manufacturing Company, now the Mite Corp. Among the companies which he currently is serving as a director are the First New Haven National Bank, The New Haven Gas Company, Sargent and Company and the A. C. Gilbert Company.

♦ INTERNATIONAL Instruments, Inc., manufacturer of miniature electrical and electronic components used in many space-age projects has moved into a new plant in Orange which, in many ways, is said to be a forerunner of the type of structure that man will one day build on the surface of the moon.

The manufacturing area in the new International plant is an all metal, windowless building with its own self-contained and absolutely controlled atmosphere, just as a moon-located structure would require. The function of the controlled atmosphere is to protect its delicate and high precision products from contamination by dust.

According to Robert C. Livingston, International's president, the plant is equipped wih electrostatic filters designed to remove the tiniest particles from the air.

The company, founded in 1947, has pioneered in the development of miniature and submarine meters for a variety of portable, air-borne and aerospace applications.

♦ FRANK A. KOZIELL, vice president and general manager of the E-Town Time Corporation, a subsidiary of The Ingraham Company, Bristol, has been promoted to vice president, manufacturing, of the Ingraham Company, its division and subsidiaries, according to Robert E. Cooper, Jr., president.

Mr. Koziell has been an employee of the company since 1946. He was transferred to Kentucky in 1954. His new assignment will consist of coordinating the manufacturing operations of the various Ingraham plants in Connecticut, Kentucky, North Carolina and Canada.

♦ DR. CHARLES D. MCCLEARY has been appointed director of research

and development for the Naugatuck Chemical Division of the United States Rubber Company, replacing Dr. Wesley S. Coe, who has accepted a position with PASA in Argentina.

Dr. McCleary received his bachelor's degree in 1936 from Wittenberg University in Ohio and his Doctorate in organic chemistry in 1940 at Ohio State University. He started at the Chemical Division in September 1940 in synthetic rubber research, and was put in charge of the synthetic rubber pilot plant and was successively manager of Plastic Research and Development, manager of basic research, manager of manager of basic research, manager of manager of research and became assistant director of research and development in 1955.

♦ DIRECTORS of the Union Mfg. Co., New Britain, have elected two vice presidents. They are Henry V. Pelton and Macrae H. Curtis.

Mr. Pelton is a former vice president of the Stanley Works. He left that company last year to take a position of vice president of operations at Dunham Bush, Inc., West Hartford.

Mr. Curtis is also a vice president of the Charles Parker Co. of Meriden, a Union Mfg. Co. subsidiary acquired in 1957.

♦ NATHAN FELDMAN, founder and president of the Feldman Glass Co., New Haven, died recently at Grace-New Haven Hospital.

Mr. Feldman was active in many Jewish organizations and was treasurer of the New Haven Jewish Community Center for many years. He was also chairman of the special gifts committee of the United Jewish Appeal.

He is survived by his wife, two sons, a brother and six grandchildren.

♦ THE BRASS MILL operation of Olin-Mathieson Chemical Co., New Haven, is the safest of its size in the United States and Canada, employees of the division were told recently as representatives of the corporation presented them with safety awards.

The high rating for safety was announced by Harry E. Gude, vice president for manufacturing for Olin's Metal Divisions, as he presented two awards to Henry E. Blain, brass mill manager. Earlier, Milton L. Herzog, vice president and general manager of the division, presented a plaque to John B. Seastone, manager of the Metallurgical Research Laboratories.

One award was from the Copper and Brass Research Association. The other was the Olin Safety Award plaque for compiling the best record for safety among Olin plants which worked between 100,000 and 1,000,000 man hours during the year.

♦ THE TORRINGTON COM-PANY, Torrington, has announced a \$6 million expansion program to provide a new bearings manufacturing plant near Clinton, S. C., and a wire mill adjacent to its Broad Street plant in Torrington.

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Milton E. Berglund, president, said, "Both moves are part of a countinuing program designed to strengthen the company's competitive position in the bearings field through creation of an additional source of supply to serve our diversified domestic markets, to reduce costs, and to promote other factors essential to continued growth of the company.

♦ FREDERICK W. BUCKMAN, president of Acme Cotton Products, Inc., East Killingly, died recently in New York at the age of 82.

Mr. Buckman was born in New York City in 1879 and at the age of 21 started his own sales agency, representing 21 mills, one of which manufactured absorbent cotton.

In 1925 he and his partner, Herman Schnaittacher bought the absorbent cotton mill and began operations the following year under the name of Acme Products Co., Inc.

♦ THE ELECTRONIC SPECIAL-TY Company, Thomaston, has announced the appointment of Edward T. Pfund as director of engineering of the Technicraft Division of the company. In addition to his direct responsibilities for all Technicraft engineering activities he will assume the duties of coordinating various interdivisional special engineering programs.

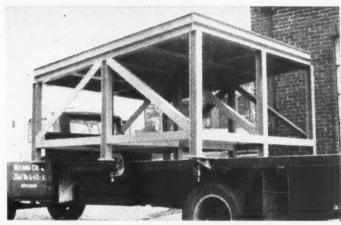
♦ THE CHAMBERS Storck Co., Norwich, has acquired the physical assets of a million-dollar, gravure engraving plant in New York.

Leon R. Chambers said that his firm has taken over the operation of the National Gravure Cylinders Inc. of Long Island City, a wholly owned subsidiary of Congoleum Nair.

The Long Island firm began operations in July of 1958. In full production it placed on the market a wide range of gravure cylinders for printing, advertising and packaging materials including giant cylinders, some 15 feet in length used for gravure printing of Congoleum floor coverings and specialty products.

♦ DEDICATION ceremonies for the new Latex plant of The Dow Chemical Co., Gales Ferry, were held recently.

Included in the program were tours of the new production facilities and a luncheon at the Groton Motor Inn. Approximaely 50 people attended the affair including industrialists, educators and civic leaders from the south-



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eastern Connecticut area, Dow customers and sales representatives, and local Dow supervisory personnel.

♦ THE CHEMICAL Products Division of Darworth Incorporated, Simsbury, has introduced a new product called "Termite-Ban". It is a concentrated insecticide to be mixed with water and applied to the soil around the foundation of a home for the prevention and/or extermination of termites. Termites must maintain contact with the soil in order to get their supply of moisture. When they emerge from a dwelling they are killed when they come in contact with "Termite-Ban" treated soil.

According to the company, home owners, by following simple directions on the container, can effectively protect or rid their homes of the menace of termites. The product will be available for purchase through local building supply dealers, garden centers or hardware stores.

Air Taxis Lengthen Your Day

(Continued from page 9)

Business firms find speed important when it comes to delivering their product, too. Air Freight has been called in to fly typewriter parts to Lexington, Kentucky to keep a production line from shutting down, and has flown just about everything imaginable including books, special fire bricks, machinery, medicines, and model displays.

More and more companies and individuals are using air ambulance service, and requests for aerial photography increase each year. Probably the most conclusive evidence of airmindedness is the increasing number of business executives our company is teaching to fly.

Business flying is a proved way to make management more effective by saving executive time. Company operations can be expanded without necessarily increasing the staff. Little wonder Connecticut firms are utilizing business flying as another modern method to increase efficiency.

Advertising and the Open Mind

(Continued from page 15)

expect that people like yourselves and other advertising leaders would spend an increasing amount of time and energy in bringing an understanding of the role of advertising to an everwidening segment of our society. A great deal of effort can profitably be spent among your own ranks. Some vigorous, constructive and laudable work has been done along this line by such magazines as *Printers' Ink*.

and Advertising Age.

It has been my experience that the best advertising men are those who go about their jobs with a clear understanding of where advertising fits, with a deep conviction concerning the importance of its role, and with a deep and abiding pride in the work they do.

Your P/L Statement Can Fool You

(Continued from page 12)

based on standard costs are wrong is that cost breaks itself down into two main categories, variable and constant. Under conventional cost accounting, you determine the cost of goods sold and the costs of inventories by applying both variable and constant costs to your volume. To do this you estimate the total cost per unit and multiply by the number of units produced. The cost per unit (standard cost) is only correct when you are making the number of units at which this cost was established. If you double the number of units produced, the constant cost per unit would be one half. If these units are not sold but stored in the warehouse, the company's P/L statement would show an additional profit equal to the constant costs of the additional units.

Here's the mathematical proof. We'll take the simplest illustration possible, that of a company which made and sold \$00,000 units and had a \$50,000 inventory at the beginning and end of the inventory period.

Sales—500,000 units @ \$1.50	\$750,000
Costs-500,000 units @ 1.00	500,000
Gross Profit	250,000
Selling & Administration	250,000
Profit/Loss	000,000

Selling and Administration

Profit

An analysis of the cost figures shows:

Variable costs	\$400,000	.80
Constant costs	100,000	.20
	500,000	1.00

The company hires a new President who is an optimist and orders a production of 750,000 units, but he sells only 500,000 units.

The cost figures	now show:	
Variable costs	\$600,000	.80
Constant costs	100,000	.13
	700,000	.93

With standard costs or the absorp-

tion method of costing we have:

Standard cost value of 750,000 units @ 1.00 \$750,000

Actual manufacturing costs 700,000

Savings on costs (over absorption) 50,000

Sales—500,000 units @ \$1.50 \$750,000

Standard costs—500,000 units @ 1.00 500,000

Undajusted Gross Profit 250,000

Add cost savings as above 50,000

Adjusted Gross Profit 300,000

Note the constant cost at the Break-Even point is 20¢ per unit. Under the absorption method, a profit of \$50,000 is shown although no profits were earned. 250,000 units in the warehouse @ 20¢ per unit equals \$50,000. And, the reverse is also true. If next year, he made 250,000 units and sold the same, or 500,000 units, he'd show a loss of \$50,000.

A company was planning a new building which required a substantial bank loan. I went into this company to do some work. When I said, "By the way do you realize that you are going to show a loss this year?" it was like dropping a bomb in the President's office. "This might jeopardize our getting this loan," said the President. "Bankers just don't like red figures. What can we do?"

"Speed up production, don't shut down for the two weeks planned, and build up the inventory, and you'll show a profit on your P/L which will be accepted by your auditors, bankers, and the government. The only trouble is the profits shown will not be earned. They will still be in the warehouse. After the fiscal date upon which the statement is based, shut down fast and get rid of the inventory, so you'll get the profits and your working capital out of the warehouse."

I'll admit my conscience bothered me in giving this trick method of showing profits that have not been

earned even though it is within the scope of standard acceptable accounting procedures and is certified by an auditor. But the sad part occurs when an executive, or even his banker, looks at his financial statement and believes the profits shown have been earned while he still has them in his own warehouse in the form of inventory appreciation.

CONNECTICUT INDUSTRY

Transportation

By John B. Hedges Traffic and Export Manager

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The Coming Crisis in Motor Transportation Part II

♦ NATURALLY enough, common carrier intercity operations in the period between the passage of the Motor Carrier Act of 1935 and the beginning of World War II tended to grow most rapidly in areas where there was an abundance of short-haul traffic available. For instance, a great many lines offered service between Boston and New York, between New York and Philadelphia, between Detroit and Chicago, between Chicago and St. Louis, between Baltimore and Philadelphia. All of these lines had proved out "grandfather rights".

Prior to regulation their pricing structure had been very simple and very flexible. They made rates on whatever basis was necessary to move the traffic which usually meant rates a few cents lower than those charged by the railroads. Now they were faced with the problem of publishing tariffs and of interchanging traffic between themselves. In the New England area a classification and freight rate structure was conceived quite independently of the railroad pattern. It placed a great deal of reliance on density, thus recognizing that a motor vehicle is something like a vessel with a fixed amount of cubic capacity attached to each power unit. In theory a capacity load of mattresses should return to the carrier the same revenue as a capacity load of steel bars. At this time the usual vehicle used in intercity transportation was a tractor-trailer combination (although many straight trucks were operating in this service) with a 20 or 22 foot body. Twenty thousand pounds was set as the truckload minimum weight for these vehicles and considering the state of highways and equipment that was quite an accurate realization of the potential.

The New England classification and rate theories, however, were not picked up by other sections of the country. The motor carriers in other sections agreed on a National Motor Freight Classification which was taken directly from the Consolidated Freight Classification of the railroads then in effect. To adapt the ratings and rules of this classification to the realities of

operation the carriers found it necessary to issue class rate tariffs with many exceptions. For instance, the thirty thousand pound minimum weight applicable to a great deal of general merchandise moving by rail was not at all practical for the truck lines, so in their exceptions they limited their minimum weights to eighteen thousand and twenty thousand pounds. The class rates themselves closely parallelled rail rates. Even today in many sections of the country rail and motor tariffs use the same rate basis numbers. However, the truck lines were giving the customer something more for his transportation dollar-their rates included free pick-up and delivery whereas rail rates at that time applied from station to station, for the most part. This, too, was to change, for in the late 1930's the railroads attempted to meet motor truck competition by providing free pick-up and delivery service on less-than-carload shipments.

The truck lines formed regional groups to publish joint tariffs in some sections of the country. Since many of the trucking executives of that time were far more experienced and skilled in the actual operation of their equipment than in the economics of pricing their services, these conferences and bureaus received wide support and began to gather unto themselves very considerable powers. They were, of course, patterned somewhat after rail rate-making bodies. They issued dockets, held hearings on proposals and in many ways became the spokesmen for the trucking firms in their respective regions.

World War II imposed tire rationing and fuel rationing on truck lines but at the same time gave them a great deal more tonnage. They were, of course, unable to undertake much expansion in this period. Highway building also had been deferred. The greatest decade in long-haul trucking lay ahead of them—the period of 1946-1955. The urgency of defense orders and the growing preoccupation of inventory control, together with the move toward decentralization, did

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much to spur truck lines' mergers and development of new operating rights. However, one of the great economic factors aiding motor truck lines' expansion was supplied by their com-

petitors—the railroads.

Throughout the 1930's railroad management had refused to take seriously the threat of motor truck competition. Actually, their first tacit recognition of such competition came when they were forced into providing free pick-up and delivery of LCL freight. Some railroad managements had acquired motor trucks before the passage of Part II of the Interstate Commerce Act and had proved out their rights and made some use of their motor carrier facilities. But by far the greatest majority of top railroad management people felt that the best way to meet competition was to throw as many roadblocks as possible in the way of the competitor, Railroads sponsored and backed tight weight limitations upon highways in many states and in some cases conducted, at considerable expense, extensive propaganda and lobbying activities. They seemed convinced that they would somehow be able to retain their monopoly on surface transportation.

The railroad plant had been utilized to capacity throughout the period of World War II. Freight rates had been stabilized during that period and a great deal of maintenance had been deferred. Consequently, when the war ended, railroads started a very large rehabilitation program which included changing their motive power from steam to diesel locomotives. At the same time they put in effect substantial percentage increases on their rates. This was the very thing that proved advantageous to the expanding truck lines. In many areas they became the lower priced means of transportation. They, too, increased freight rates, but the increases were timed to follow along after those of their competitors.

(To be continued)

Survival of Freedom Depends on Faith

(Continued from page 16)

State governments from those established upon individual and local self-government, to governments paving the way for ever-increasing socialism. Our education afforded us very little pertaining to the true history of our country and its fundamental principles. Like a great many of my contemporaries, I found my work in the newly-created bureaus of the Federal government fascinating and exciting, for new opportunities were opened for government to do things for people and communities.

Thus I experienced the beginnings of socialism; I saw the thoroughness of socialistic organization descend like a pall upon every facet of our economy and culture, altering almost everything. The deep sense of patriotism and love of country instilled in me by my mother, asked this question, "Is this alteration really for the good?" To answer this question it was necessary to know the real motive and purpose of America. Were we like other nations in our idea of government or were we different? Reading and studying American history revealed the fact that this nation is unique; it had a singular beginning; it had the sacred covenant of individual freedom or local selfgovernment in all spheres entrusted to

Degree by Degree

After this discovery I left government service and in 1947 began a Constitution study group for individuals interested in economic and constitutional principles. These study groups were patterned after those I was establishing for a national business organization. Although this study of the Constitution was helpful in revealing to each individual member just how far America had strayed from its original course of local self-governing institutions, yet this activity did not disclose the underlying reason for the deflection into socialism, or the way to arrest its growth, or to repair the damage done.

Continual observance of national and world affairs, the cancelled talk incident of four years ago, showed the vital necessity of making available for Americans the Christian History of their Constitution. It became apparent just how necessary it was to set forth the connection between Christianity, individual freedom, and local self-government. The failure to remember this connection, hidden all the while by a gossamer web, is the obvious reason why the American people are deflecting into socialism degree by degree. These volumes are the conse-

quence.

Another Name

The study meetings now began to lift this gossamer veil which had been hiding the influence of Christianity. It could now be seen that the socialistic problem confronting the nation is the same problem, but with a different name, which has confronted Christianity periodically during its steady march westward. Whenever Christianity declined in a people's heart, "philosophy and vain deceit, after the tradition of men, after the rudiments of the world,

and not after Christ" (Col. 2:8), rose in its various forms.

Dr. Jedidiah Morse describes just such a time in our own history in the following excerpt from an Election Sermon delivered in Charlestown, April 25, 1799, from the Bible text, "If the foundations be destroyed, what can the righteous do?" (Psalm 11:3). "Our dangers are of two kinds, those which affect our religion, and those which affect our government. They are, however, so closely allied that they cannot, with propriety, be separated.

Wickedness and Tyranny

The foundations which support the interests of Christianity, are also necessary to support a free and equal government like our own. In all those countries where there is little or no religion, or a very gross and corrupt one, as in Mahometan and Pagan countries, there you will find with scarcely a single exception, arbitrary and tyrannical governments, gross ignorance and wickedness, and deplorable wretchedness among the people.

To the kindly influence of Christianity we owe that degree of civil freedom, and political and social happiness which mankind now enjoys. In proportion as the genuine effects of Christianity are diminished in any nation, either through unbelief, or the corruption of its doctrines, or the neglect of its institutions; in the same proportion will the people of that nation recede from the blessings of genuine freedom, and approximate the miseries of complete despotism. I hold this to be a truth confirmed by experience. If so, it follows, that all efforts made to destroy the foundations of our holy religion, ultimately tend to the subversion also of our political freedom and happiness. Whenever the pillars of Christianity shall be overthrown, our present republican forms of government, and all the blessings which flow from them, must fall with them."

The majority of my generation now coming into leadership in government, business, and other areas, does not know the Christian history of America. It has been reared in a socialistic environment of government, therefore, this is a critical time because our link in Christianity's chain, weak and pulling apart after thirty years of socialism, either will be broken, or it will be reforged so that the chain of Christianity may go forward unbroken.

"Ye were sometimes darkness, but now are ye light in the Lord: walk as children of light" (Ephesians 5:8). San Francisco, California

September 17, 1960.

Verna M. Hall

Public Relations

By CHARLES E. REICHE Public Relations Director

Keep The Community Informed

♦ INDUSTRY today is restless. Movements of plants, mergers, the impact of a snowballing automation technology, the continually mounting burdens placed on manufacturing from all sides are but a few of the more obvious factors creating and contributing to industrial restlessness.

In such an atmosphere the grapevine works overtime. In any given community where industry is a dominant phase of the economy the rumor mill is busier today than ever.

Connecticut industry in particular and, for that matter, all industry in the northeast, in general, is under a steady barrage of efforts from other parts of the nation to relocate. This, too, is a continuing and aggravating source of restlessness.

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A factory in any city, town or village, most enlightened management men agree, has certain obligations to the community. Not the least of these is its duty to keep the community aware of what it is doing and what it is planning, at least to the degree this can be done without endangering fuure plans. As a matter of fact, such communication with the community at large is wise. The grapevine and the rumor mill, if left to churn away at liberty, can and frequently do cause serious harm, both to the morale in a factory and to the community itself because of their completely irresponsible, and often vicious, nature.

One of the most frequent problems occurs when a rumor starts flying through a community to the effect that a company plans to relocate somewhere else. Often when such a situation develops the company literally has nothing to say, because the rumor is false, or it isn't ready to say anything because plans, whatever they be, are in a developmental stage.

Best way to handle this is to deny there will be any relocation, if that is true, by way of a special combination news conference and meeting of community leaders . . . professional people, bankers, merchants, church people, educators and so on. In short, meet the rumors quickly with the truth.

In the event there is consideration

being given to a relocation which a company isn't ready to talk about, best way to handle this is again to set up a news conference-meeting and acknowledge that a move is being studied and explain that complete details aren't available. There is usually no sound reason for subterfuge. If a company must move, it's better to let the community in on it as quickly as possible. There may be certain considerations which would negate this general rule. However, the practice of arbitrarily denying relocation plans when, in fact, they are brewing can boomerang eventually against a company.

The matter of plant relocation is, of course, only one sample of the kind of thing industry faces when the rumor mills start to function. The community, though, should be kept informed quickly and as accurately as possible of what any industry is doing, especially where such activity has a direct effect on personnel and payrolls, local taxes and other facets of the fiscal picture.

Tie-Ins

Publicity Record, New York, reported recently that the Bostitch Co., which produces staplers, convinced Manhattan's starchy Tiffany & Co. that a tie-in display of diamonds and staplers in the jewelry store's window was a logical promotion.

The whole philosophy and theory of tie-ins is one too often overlooked or bypassed by public relations people. Tie-ins frequently can be used to great effect by imaginative planning. More often than not, too, such stunts can be set up at little cost.

A shirt company, for example, might be planning an open-house or an anniversary party in its plant. What is more logical than that a necktie maker in the area offers to contribute some of its wares as souvenirs for the party? The goodwill this inspires works to the advantage of both the shirt maker and the necktie people.

Several years ago a famous steamship line which operates in the Pacific brought one of its rebuilt and redesigned luxury liners into New York

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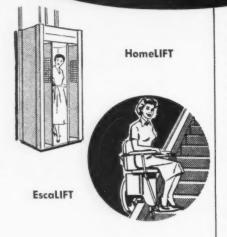
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When she arrived in the harbor on a brilliant May Sunday morning her bow was hung with a 90-foot lei of orchids which had been provided by the Manhattan trade association of retail florists. During the hours the ship was open to the public at the west side pier corsages were provided for the lady guests by various trade groups and by individual florists.

The lei and the corsages all received frequent mention in the press and on the air while the ship was in New York. Again, great goodwill for both the steamship line and for the flower people.

Tie-ins are solid and proven devices. Don't forget them.

"No Comment"

The bane of any good reporter is the individual who falls back on the "no comment" cliche when faced with questions about a specific news development.

Too many people forget that a newsman can make any of us look not only silly but at time downright evil if we use the hackneyed phrase "no comment" once too often. As a matter of fact, using it once is too often, many of us feel.

Any management man with wit or imagination can come up with a better answer to a newsman than "no comment." Obviously one can always tell a reporter that "we are working on this problem at this time and expect to have something tangible to announce within a few days." That isn't a very forceful statement but it's better than "no comment."

Too many of us not in the news field forget that reporters are subject to exasperations and frustrations just as everyone else is. We forget or never know that a reporter can spend hours and hours on a story literally getting nowhere because he can't locate key people or because his normal sources have dried up or honestly don't know the answers. This kind of thing can, and occasionally does, lead to ulcers, wife-beating and, in general, a very vile attitude toward mankind in general.

More than one reporter, rebuffed by a "no comment" from someone, has been known to retaliate every chance he got, for years on end, and to make the "no commenter" look like an unmitigated ass. And don't forget, a reporter is in a unique position to do just that.

How Would You Decide?

By LEON L. LEMAIRE

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♦ CAN an employee involuntarily retired by the company, under a "unilateral retirement plan", file a grievance for violation of contract rights?

Here's what happened.

The company has a so-called unilateral retirement plan in effect and the union has attempted unsuccessfully to negotiate a different plan. The company first notified the grievant that he would be retired in April and when the union objected, he was continued at work until December, when his retirement was effected by the company. The union filed a grievance, but the company refused to accept it on the grounds that "the matter was not a proper subject for the grievance procedure." The union claims that the compulsory retirement of the grievant was a violation of his contract seniority rights. The company asserts that this grievance involves a management function and thus is not subject to the grievance procedure.

Is involuntary retirement the proper subject for grievance procedure?

The mere fact that a retirement plan is a unilateral one does not mean that the company can administer the plan in disregard of the rights guaranteed to employees by the labor contract. If an employee is aggrieved by reason of company action under the retirement plan, he should be permitted to have his grievance processed to determine if his contract rights have been ignored. It may well be that the grievant's retirement was not a violation of his contract rights, was perfectly consistent with established practice and was completely lacking of any discriminatory flavor, but that goes to the merits of his case, not to the question as to whether he has a right to seek redress for his grievance. It is recognized that the management clause reserves to the company the right "to relieve employees from duty because of lack of work or other legitimate reasons. It does not follow, however, that the company is also the sole judge of what is a legitimate reason.

May a union steward waive the

rights of employees under a collective bargaining agreement?

Here's what happened.

The contract provides that any employee working during a half holiday shall be guaranteed four hours work, to be paid for at time and one-half in addition to the half holiday pay. The grievants were asked to work through the half holiday of New Year's Eve. After two and a half hours they were sent home and were paid at straight time for the hours worked. When the matter was brought to the attention of the company, they were paid time and a half for the hours worked. The union insists that they must be paid four hours. The company states that the union steward and the foreman of the department agreed that the employees would work overtime and be paid only for the hours worked. The company argues that it would be foolish of the foreman to send the men home after two and a half hours since make work is always available in the warehouse. The company further contends that the foreman did not send the men home, but that they went home when the emergency work was completed and were not willing to continue work.

May the rights of employees be negotiated away by a union steward?

The Board finds the position of the company somewhat confusing. It appears to claim, first, that it made an agreement with the union steward to pay only for hours worked, but then it seems to add, if you do not accept this explanation, the employees in question refused to work the four hours guaranteed. Further, whether or not there was any such agreement, the steward had no authority to negotiate away the rights of the employees under the agreement. The company offered only the written and unnotarized statement of the foreman, which claims only that he wanted the employees to work four hours and that work was available. We have no evidence that the employees walked away from assigned work. For the half holiday in question the employees must

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be paid four hours at time and one half.

May a company unilaterally change its method of operation, which results in the elimination of jobs to which the labor agreement applies?

Here's what happened.

The current agreement was entered into in August. The company advised the union in September of its decision to transfer all retail routes to employees operating the routes. Under the company's plan, each of the drivers would operate his own vehicle and distribute company products as inde-pendent operators. The union rejected the proposal and suggested arbitration. The union maintains that the company was aware in June and July, when the terms of the current agreement were being negotiated, that it intended to dispose of its retail routes, therefore the agreement was negotiated by the company in bad faith. They argue that the basis of the agreement between the parties covering hours, wages, and working conditions is the existence of jobs to which these contract provisions will apply. Thus, they say the agreement implies the continuation of route salesmen during the term of the agreement. The company rejects the claim of the union that because this matter was not discussed in negotiations the company negotiated in bad faith. The decision, they say, could not be disclosed because it was not made until some time after the signing of the agreement. Furthermore, Article VI of the agreement gives the company the unilateral say as to the extent in which it will operate its business. Article VI specifically limits the agreement to the question of "hours, wages, and working conditions" and "no provisions of this agreement shall be construed to restrain the company from the full and absolute management of its business."

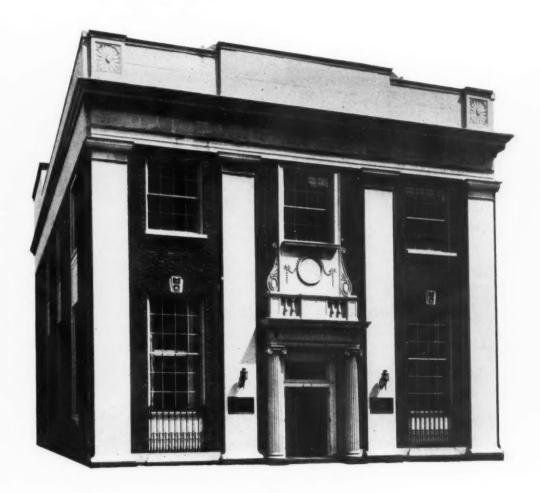
Does the "management rights" clause prevent the union from contesting this proposed tranfer?

The Board finds that they are being asked by the union to go beyond the terms of the agreement which the union recognizes as valid, find bad faith on the part of the company, and on this basis prohibit the company from executing the planned sale of its routes. The claim of the union cannot be upheld. The parties limited the Board to a decision on the issue presented to it and it has no power to rule on any other matters pertaining to this agreement. The Board is only concerned with a right claimed by the company under the management clause of the agreement. The significant question in this matter is whether or not

(Continued on page 44)

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Business Tips

By HARRY D. KERRIGAN, *Professor of Accounting* School of Business Administration University of Connecticut, Storrs

Changes in Collegiate Training for Accountancy

♦ IT took the Ford Foundation's recent study entitled "Higher Education for Business" to sharpen the focus on ways and means for "improving" collegiate training in business, including, the main interest here, training for careers in accountancy.* Actually, the subject has baffled educators and business men for many years; the Ford Report simply gave the problems inherent in the subject a thorough, competent study.

In referring to accountancy studies in colleges today, the Report states:

"Many business schools . . . act as trade schools, sacrificing breadth to cram into their students all the specialized knowledge and skills needed . . ." (p. 132)

Although the Report tries to be fair and judicious in interpreting its findings, the central view is that it is impossible to provide both a general and a technical education of satisfactory quality in the standard four "undergraduate" years. Inevitably, the Report arrived at the conclusion that only a "minimum" time and effort should be devoted by students to accountancy during their undergraduate years. This minimum is to serve only as a foundation, and should not exceed more than the equivalent of one semester of study out of the standard eight semesters. If anyone wishes to pursue the field further, he should enroll for a fifth year in some graduate school.

The seriousness of the above recommendation is easily appreciated when it is compared with the current, conventional arrangement under which a "major" in "accountancy" spends around one-fourth of his total time

and effort in his chosen field, i.e., the equivalent of two semesters out of the standard eight semesters. This is twice as much time and effort as the Report thinks would be wise.

Reactions to the Ford Foundation Report have understandably varied from substantial agreement to substantial dissent. Curiously, those who agree are educators who are identified as business teachers other than those who teach accounting, or as teachers in that citadel of traditional learning-the colleges of the liberal arts and sciences. Those who disagree with the Ford Report in a substantial degree are the teachers of accounting, and a portion of the business men-it would be difficult to say whether this portion is as much as 50%, but it could be, perhaps even greater than 50%. The principal view of the dissenters is that spending one-fourth of a college program in a field that has career interest does not seem to be over-emphasis on the practical—and that is the present, general scheme observed by most colleges. They would point out that this degree of specialization for a future occupational interest is not uncommon elsewhere in the college offerings in most institutions, Chemists, pharmacists, botanists, economists, to mention but a few, are today pursuing undergraduate studies with as much if not more concentration in their respective fields.

The discussion on the "extent" of specialization for a career in accountancy, previously noted, should be distinguished from the "content" or character of the study. Internally, accountancy training has undergone changes -and continues to do so-in the detail make-up of the courses, in the quality of the text materials, and in a better "balance" of the program as a whole. An illustration of the latter is to pay more attention to the controllership area and less to public accounting. The social importance of accountancy is questioned by no one; in fact, it has been increasing, as the services of accountants keep expanding in both depth and breadth in business and in government, and in that middle area known as the institutional field, comprising associations, schools, hospitals, and other "nonprofit" activities.

There is one matter on which nearly every one agrees. It is the need for more and better facilities for graduate study in accountancy. Some (as the Ford Report) would shift the bulk of training to the graduate schools. The rest would look upon graduate schools to take over the responsibility for further training of accountancy-minded students. The precise nature of such graduate study would depend upon the extent of previous study, but speaking generally, a fifth year of more or less solid study in the field is envisaged, culminating in a degree of "Master of Accountancy" or some similar designation. Needless to say, students admitted to a fifth year of study would be highly selected and give clear evidence of talent and ambition worthy of the additional time and cost to them-and to the society that participates by sharing in the financing.



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^{*}Columbia University Press, 1959; authors are R. A. Gordon, and J. E. Howell.

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Accounting Hints

Contributed by

The Hartford Chapter National Association of Accountants

Internal Auditing is Good Business Sense

♦ ONE of the foremost requirements for a successful business organization is to provide checks and balances, or, in accounting terminology, proper internal control. This necessity is widely realized and practiced in varying degrees. However, in many instances, these internal control features disintegrate and fade away into meaninglessness. Internal control is a dynamic force, requiring revisions with changing factors and constant surveyance and interpretation. Business executives, as such, are too busy to do this or else they defeat internal control with "penny-wise, pound-foolish" economies. The answer is to employ a good internal auditor with proper support.

A good internal auditor is one who has had a varied and substantial background which includes public, financial and industrial accounting experience and education; familiarity with accounting systems and business procedures; an ability to write reports; and an amiable personality capable of working well with others. He must have an analytical mind and a liking for details and statistics.

Proper support means that his office should be an important one to enable him to make his reports to an officer of no lesser a calibre than a Treasurer. This is important since the nature of his work of times requires constructive criticism which may be directed to a Comptroller or Production Manager. Obviously, if he were subordinate to the Comptroller his direct criticism would be toned down to a high degree, thereby defeating his purpose. Proper support also means that able assistants should be supplied where the scope of operations warrants the use of a full-time staff. The size of the staff is dictated by the size of the company and its operations.

To some executives the maintenance of an internal auditing staff means additional administrative expenses not warranted under their particular circumstances. Many others, however, feel that the benefits to be gained by such an expenditure more than justify its cost. While these benefits are numerous, the following list constitutes the major ones: -

> 1. Assures accuracy of accounting statements and reports.

2. Provides economies in ac-

counting systems and business procedures.

- 3. Aids in the conservation and preservation of corporate as-
- 4. Reviews internal control and detects frauds and embezzlements

The first item on the foregoing list, assuring accuracy of accounting statements and reports, is of the utmost importance since these figures represent the control devices of management in its administrative function. Policies are formulated and decisions are made on the basis of reports submitted by the accounting department. Needless to say, these must be accurate in every manner. The auditor's role to assure this accuracy is achieved through the preparation of an accounting manual, providing standardized reporting forms, and verifying the application of these instructions for accuracy, etc. He checks certain basic accounting policies to determine compliance and verifies the accuracy of account classification and posting. Generally, then, the auditor should determine that the basic detail is being funneled into the proper account classifications in accordance with the desires and dictates of management. In so doing, reliance may be placed upon the statements and reports which have been prepared from the summarization of this detail.

The second item, providing economies in accounting systems and business procedures, covers a wide scope and is based upon an evaluation of the paper work which necessarily flows through an organization. The auditor who has a diversified accounting background will be able to recommend certain procedural changes, efficient utilization of mechanical equipment, and other methods to accomplish the desired end result more economically.

The third item, aids in the conservation and preservation of corporate assets, brings the auditor into realms other than purely accounting. The usage to which capital facilities are put, the nature of certain financial transactions, operating methods, etc. are studied to appraise efficiencies.

The fourth item, reviews internal control and detects frauds and embezzlements, was at one time considered the primary purpose for en-

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gaging auditors. It is now only one of the audit objectives and, fortunately, this is more widely understood. The audit no longer connotates a special investigation necessitated by dishonest practices. The review of internal controls is necessary because of the laxities which some of us are prone to exercise. For example, one rather prominent business executive agreed to personally give his cashier a monthly statement signed by him showing what use was made of the large sums of cash he periodically requisitioned. In time, he became lax in his procedure and allowed his personal secretary to prepare and submit the monthly statement after he examined it for propriety and had signed it. His secretary was also permitted to requisition the cash in his name since he personally signed the monthly statement. After several years, it was discovered that his secretary had requisitioned cash for her personal use and merely added a disposition therefor on the statement after it had been signed by this executive. A small point in internal control, yet costly. Internal auditing, as such, cannot prevent frauds and embezzlements from being perpetrated, but it can make such practices more difficult and will bring them to light much more quickly.

The now classic expression of trust, "Why, Pete has worked for me for

years; I trust him like a brother", is probably the poorest excuse an executive can offer to justify the lack of internal control. Business is business and such blind trust has no place in the administrative function as many have discovered, but too late. It remains the chief executive's responsibility to protect and conserve corporate assets to the best of his ability. Obviously, he cannot do this by himself—the internal auditor is his man.

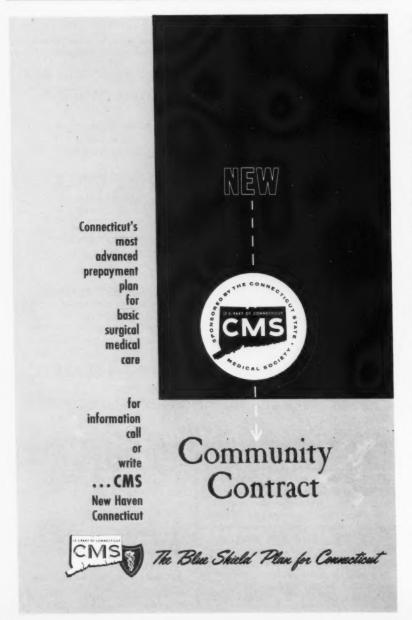
Foreign Industry and the Connecticut Economy

(Continued from page 11)

tually did in the past, offset the lower rates multiplied by the higher times of manufacturing operations.

To answer this we must go back to 1945 or thereabouts, when it was determined, as a matter of Government policy, (and my purpose is not to question the policy, but rather to trace the history) that we should not only give material assistance to the rebuilding of Europe but that we should open our plants and tap our experience to help Europe get back on its feet. In our own case we have been visited by various teams and innumerable individuals, many government-sponsored, who have come to pick our brains and who were well-trained for the job. The result is a business knowhow in Europe and elsewhere equal to ours, sponsored by the U.S. Government. Right or wrong this is the case and, parenthetically, I don't necessarily mean that it was or is wrong. I do mean, however, that as of now we cannot offset the present spread in wages between Europe and America by better methods.

Assuming for the moment that we have (which we do not) a corner on brains and were able to develop our technology materially, it still would not offset the lower competitive wage costs more than momentarily in most areas. The reason is that a very large segment of American industry today has foreign relationships which require the interchange of technological information, so that almost anything developed in the United States finds its way overseas very shortly. This interchange can just as well be beneficial to the American companies as to the foreign ones. It is wishful thinking to believe that the lower European wages can be offset by better methods. Until the gap is closed on the wage rate side of the ledger, foreign competition is going to be a very real threat to the employes working in in-



dustries that have a relatively high percentage of labor cost in their products.

What does this mean to our employes and to Ansonia? It means that either industries such as ours must be allowed to become more competitive or else we must be prepared to see these types of endeavor requiring a high percentage of labor costs gradually disappear.

Possibly this is what the economic planners in the U.S. Government had in mind-that the United States forte in the Western World would be supplying such things as agricultural products, where the large, open spaces lend themselves to mechanical farming, or process products such as chemical and petroleum, where the labor costs are low, or on certain other products on which the demand here is much higher than in Europe and therefore labor costs can be offset by a greater degree of mechanization. Another field might be electronics because of the explosive rate at which it is developing.

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This to a degree is exactly what was planned and is taking place in the European Common Market. Each country is supposed to contribute what it can supply best.

I, obviously, am prejudiced, but I doubt that the American people want to see this country's manufacturing of machinery and other high labor cost products gradually disappear.

In the first place, would this philosophy provide full employment? I can't believe it.

Secondly, do we want to become a country that is highly specialized and dependent on others for so many things essential to our welfare?

Thirdly, (and this might well be joined to the previous point except for its importance) do we want to give up all opportunity to be in a position to defend ourselves, by eliminating that segment of our economy which is essential for supplying arms and other military needs?

Steps To Halt Trend

If we are not to have this, we must take active steps to halt the present trends in this direction. To do this is going to not only require every effort possible by industry but also help from labor and Government.

This help includes:

 Allow the gap between European and American labor rates to close and apply the so-called productivity increase to reducing costs instead of the present inflationary procedure of adding it to wages which, in turn, results in increased prices and a greater spread between U.S. and European prices.

- Utmost cooperation between labor and management to build organizations which can bow to none, as to efficiency, quality of products and unity of purpose.
- 3. Government must aid industry (a) by reducing corporate income taxes; (b) by overhauling and codifying the anti-trust laws into legislation that still retains the basic purpose of preventing unreasonable restraint of trade and is clear-cut and easily understood, but, at the same time, does not put American companies under the hardship they now bear in competing with foreign companies; (c) by substituting the practice of frequently changing personnel in the foreign service to one of leaving them in their posts so that they can truly become experts and can really help obtain foreign business for U. S. companies, particularly in areas of the world other than Europe; (d) by the U. S. Government giving financial aid and insurance competitive to that given by foreign governments.
- 4. Obviously industry must do all in its power to improve its competitive position, whether by plant improvements, better products, better methods, research and development programs, or any other measures which will reduce costs.

In conclusion, we feel that the American people are beginning to become aware of the threat of foreign competition, and of the fact that business cannot lick this threat without the help of both labor and Government.

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Spotlight on the Future

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By E. F. ANDREWS, Vice President In Charge of Purchases Allegheny Ludlum Steel Corporation

General Business Conditions

♦ BUSINESS continues to show improvement according to Purchasing Executives in their June report. It would appear that after the "substantial improvement" noted in the April figures, a more gradual but, nevertheless, encouraging curve up has developed and that the "fair second quarter" hoped for in April is now a reality.

The word "spotty" is prevalent in many of the reports this month, indicating that a few segments of industry have not as yet hit the smooth pavement on the road to recovery: 43% report new order improvement, down from 48% last month; and, 14% report a worse new order situation, up from 11% in May. Production looks about the same, with 45% reporting improvement and 10% reporting lower operating levels. Although

statistics are not as bright as last month, it must be noted that those reporting better conditions again considerably outnumber those reporting worse.

While the figures show that those reporting worse new order and production figures have gone up, one must examine the remarks of our members to find at least part of the reason. Remarks indicate that vacation shutdowns, normal Summer slump, automobile model change-overs, and the shipping strike are having their expected dampening effect.

This month's comments reveal much concern by our members over "disappearing profits" on one hand and "current price developments" on the other. The situation calls for much clear thinking, good judgment, and maturity on the part of Purchasing Executives.

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Commodity Prices

Significant in this month's statistics is the sizable increase in the number of committee members reporting lower prices and an equal decrease in those reporting higher prices. Since January. there has been an inching upward; however, during June, the impact of lower price tags on various commodities, including certain steel items, appears to have thrown a body block into this advance. Only 8% report higher prices, down from 17% in May, and 15% say prices are lower, up from 6% last month. The majority still report the over-all price situation to be unchanged, indicating that a high degree of stability remains in many commodity classifications.

Purchased Materials Inventories

Purchased materials inventory figures this month reveal additional reductions in stock on hand. While 60% of those reporting show no change over last month, only 12% show higher levels, and a goodly 28% report lower levels. Certainly, very close inventory control is still the order of the day. However, remarks from members indicate that the substantial improvement in new orders and production noted in April and May drained raw materials more quickly than anticipated; this, when added to the wait-and-see attitude of some brought on by the aforementioned price developments-has had the effect of lowering inventories without direct effort on the part of Purchasing Executives.

Employment

The improvement noted since April in employment figures continues this month. While the change is very slight over last month (a mere 1%), it is nonetheless heartening: 31% show higher employment, compared to 30% last month, while 11% report worse, the same as May. It would appear that this lag indicator is following the gradual improvement curve noted in other figures.

Buying Policy

Although the first half of 1961 definitely witnessed some slight lengthening of forward commitments, particularly in MRO supplies, buyers are counting on continued good deliveries and avoiding drastic changes in their buying habits. Their current report indicates little change during June. A few members mention vendor pressure for longer lead times in some commodity areas, and others report keeping a close tab on price trends and the international situation.

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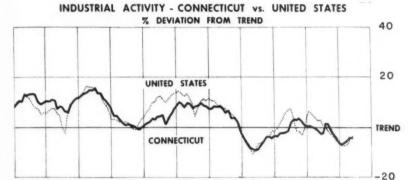
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STRY

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

Strikes Interrupt State Recovery



♦ THE Connecticut Index declined 1/10 of a percentage point in May to 4.1% below trend. Work stoppages in the construction industry sharply reduced the construction employment component, offsetting gains in the other three components. The May leveling appears to be only temporary and the Index will probably resume its upward trend next month. The improvement is expected to continue for some time.

The U.S. Index increased for the third consecutive month, rising one percentage point in May to -3.5%. Other national indicators which continued to show improvement during May were industrial production, personal income, average weekly hours in manufacturing and durable goods, manufacturers' new orders and sales.

Unemployment, on the other hand, stayed at the high level which it has held for six months.

Labor Turnover

Labor turnover thus far in 1961 reflects the bottoming out of the recent recession and the beginning of the recovery. The noticeable excess of separations over hirings since September 1960 was eliminated in January of this year by a sharp drop in separations and a sharp rise in hirings.

The gap between separations and hirings resulted from recession-caused cutbacks in Connecticut manufacturing employment. It was small in comparison with the experience of early 1958—another indication of the relative mildness of the recent recession.

1958

In 1961, hirings have been approximately equal to separations. This has resulted in a leveling out of the decline in factory employment.

While the labor turnover situation has improved considerably since the end of 1960, it does not provide any indication of substantial expansion in manufacturing employment in the near future. Apparently, factory workers still feel that new employment opportunities are scarce for voluntary quitting of jobs is relatively low.

Connecticut Sales Tax

Sales tax revenues indicate that the nine month decline in Connecticut consumer spending was halted in the first quarter of this year. State sales tax revenues rose to \$20 million on a seasonally adjusted basis. This was only 2% below the year-ago record.

If the first quarter improvement continues, as appears likely, the recent decline will have been substantially milder than that which occurred in 1957-58. The drop from the high point of 1957 was \$2.7 million. The 1960 decline was only \$1 million.

For the entire United States, retail sales fell in the first quarter of this year to a level which was 1% below the same period of 1960. This weakness was due to lower durable goods sales. As yet, there has been no evi-

dence of a strong upturn in retail sales. Some retailers, however, were reportedly encouraged by a pickup in May and it does appear that the second quarter will be at least slightly better than the first.

To help finance the record Connecticut budget for the 1961-63 biennium, the legislature recently approved an increase in the state sales tax rate from 3% to 3½%. The increase will be effective on July 1 of this year.

Capital Spending

The latest survey of business investment plans shows little change in the outlook for new plant and equipment spending in 1961. The survey, taken in April and May by the Commerce Department and the Securities and Exchange Commission, indicates that 1961 expenditures will total \$34.5 billion—only \$0.1 billion less than was predicted three months ago.

With excess capacity still prevalent in many industries, most of this year's spending will be for cost-cutting improvements rather than to expand production capacity.

Capital outlays will have been on the low side in the first and second quarters of 1961. The drop, however, is substantially less severe than the one in 1958. Improvement is indicated for third and fourth quarters and should give added strength to the business recovery now underway.

FILMS SELL

INDUSTRIAL
SALES FILMS
\$175 — per min.

2 Days Photography Expert Editing Main & End Titles

1 16mm Color Original
1 16mm Color Silent Print

(For Sound add \$75 per minute) *minimum — 8 minutes

Recent Productions include:

Pratt & Whitney Aircraft General Foods Torrington Manufacturing Barnes Engineering



The Consumer Price Index, which had risen 3.8 percentage points since March 1959, leveled off around the beginning of 1961 at 127.5% of the 1947-49 average. From March 1959 to April of this year, the components of the total Index showed varying rates of change. Food prices went up 3.5 points and other non-durable commodities 2.6 points. Prices of durable commodities actually decreased 1.8 points reflecting the softness in demand for durable goods. The services component, on the other hand, re-

The Whoesale Price Index has been relatively level since the beginning of 1958, fluctuating between 119% and 120% of its 1947-49 average. Compared with 1958, the prices of farm products and of processed foods are lower and the prices of industrial commodities slightly higher.

corded a rise of 7.9 points.

Although business is now improving, price cuts by the manufacturers of a variety of products have been reported lately. Recent reductions on a number of steel items are one example. Some steel producers feel that further cuts may occur.

The Administration is interested in price stability. Officials are urging that both labor and management exercise restraint in order to avoid the development of another upward wage-price spiral

EMMCO — Up By The Bootstraps

(Continued from page 8)

cipals had to work along-side of their employees to meet production quotas. To provide adequate warehousing facilities, additional space to store the finished product was acquired in the same building, which increased the total area to well over 15,000 square feet. With orders arriving at the present rate, Emmco expects to add additional shifts and has a production capacity of over a million pairs per year and this can be substantially increased very quickly if necessary.

From all indications, as in the beginning, this too is only a start. With equally great potential in the footwear and other fields, new products now in the planning stages point to still further growth through expanded markets. One of these new products is a highly styled women's overshoe boot which will be marketed this fall. Once again the true American Spirit of initiative, hard work, and perseverance on the part of a few has resulted in establishment of a still growing company using American developed materials and processes to manufacture and market a much needed product for the American People.

BOOK REVIEWS

"THE STORY OF PITNEY BOWES," by William Cahn, published by Harper & Brothers, \$4.50.

This is the story of the long struggle of Arthur Pitney and Walter Bowes to sell an idea that was needed, but nobody with authority to approve it seemed certain he wanted it. When they enlisted the aid of Walter Wheeler to help them popularize the incarnation of this idea-the Postage Meterlittle did they realize they were setting in motion a corporation which not only would be producing machines to meter nearly one half the nation's mail by 1961, but also one destined to become a socially conscious institution, unique in America, as well as a highly productive economic unit. The processes by which the company's achievements in production, profits, profitsharing and managerial methods, chief of which is its unique two-way communications system between management and personnel, forms a significant part of the Pitney Bowes story. It is interestingly told by William Cahn, a professional public relations consultant and author of "Einstein," a pictorial biography, and "The Laugh Makers", a pictorial history of American comedians.

"THE IRON CURTAIN OVER AMERICA", by John Beatty, published by Wilkinson Publishing Co., 1717 Wood Street, Dallas, Texas—Price \$3.00.

This book, which has had twelve printings since it was first published in 1951, not only discusses the internal decay and the external disasters which threaten the United States but diagnoses the growing cancer of which they are merely the symptoms. The author goes behind the "iron curtain of propaganda and censorship" to give his fellow citizens the first comprehensive documented account of the origin, the scope, and the intentions of the "insidious forces" working from within which are seeking to destroy American and Western civilization. Although there are many excellent books that should be read as "texts' by Americans wishing to enlist in the present World War III (now chiefly a war where words are the bullets), Mr. Beatty's book, because of its comprehensiveness, is "must" reading for all who are "willing and able" to fight for American freedom and who wish to become efficient soldiers in the evergrowing army of freedom fighters. A writer or collaborator on a dozen books, some of which are used as texts in over 700 colleges and universities, the author is a graduate of the University of Virginia, received his Ph.D. at Columbia and has done post-graduate study at the University of Montpelier in France. His wide travel in Europe and Asia and his five years with the Military Intelligence Service in World War II rounded out the background for the reading and research (1946-1951) which resulted in the production of his book, "The Iron Curtain Over America."

"RED STAR OVER CUBA" by Nathanial Weyl, published by the Devon-Adair Company, 23 East 26th Street, New York 10, New York, Price \$4.50.

This book, published in 1961, gives the shocking facts about how a Communist style government was born 90 miles from our frontier. Even more shocking are the facts in it telling of the parts played by our own State Department and a foreign news specialist on a leading metropolitan newspaper widely read and trusted by thousands of Connecticut businessmen, in handing over Cuba to the bearded dictator, Fidel Castro, despite specific warnings from two recent Cuban Ambassadors that the Castro movement was a Soviet inspired Communist one. Reading like a detective story, "Red Star Over Cuba" documents its charges that "Fidel Castro, as early as 1949, was not merely an implacable enemy of the United States, but a trusted Soviet agent as well." The author, a former Communist who belonged to the same cell as Alger Hiss during the 1930's, and who devoted his time to Latin American affairs before withdrawing from the party, is eminently qualified by education (Columbia University graduate) and experience in Latin American affairs to write authoritatively about the Cuban takeover by a Communstic regime. He concludes, "we were hoodwinked about Cuba by naive sentimentalists, deluded liberals and philocommunists."

How Would You Decide?

(Continued from page 34)

the company has the right in Article VI to execute its planned change. The "management rights" clause of the agreement is unusually strong. The language bars from any possible controversy the absolute right of the company to manage its operations. The union has waived all right to participate in, or protest, any policy decision of the company except insofar as this decision violates provisions of the agreement which have to do with wages, hours, and working conditions.

PRODUCTS AND SERVICES

THIS department, formerly listing only products made in Connecticut (from 1937 through 1959) is now available for listing not only products made in the state but also services available to industry through management, technical research or other service organizations located in Connecticut.

Listing rate, \$6.00 per listing for 12 monthly insertions. Listings are payable annually, in advance, or within 30 days after their first insertion.

Fuller Merriam Company, The (Vitrified, Resinoid Bonded Grinding Wheels & Segments) West Haven

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ons. TRY Abrasive Adhesives
Scovil, Inc., D. & H. (for polishing metals,
Higganum

Absorbents
Nielsen & Sons, Inc., John R.
(oil, water, and grease) South Windsor

Accounting Forms Baker-Goodyear Co., The Branford

Adding Machines
Underwood Corporation Hartford

Adhesives
Polymer Industries, Inc. Springdale
Raybestos Division Raybestos-Manhattan, ine. Synco Resins, Inc. Bridgeport Bethel

Eitel, Walter T. West Hartford

Advertising Mats

Ads Inc., Div. CSW Plastic Types, Inc.
(plates, services) Rocky Hill

Advertising Agencies
Aliston, Smith and Somple, Inc.
Brunelle Co., The Charles
Chambers Wiswell & Moore, Inc.
Stamford
Jimford Advertising Agency
Robotham Co., The Edward W.
Westport & West Hartford
Shenton Co., K. C. (industrial marketing)
Hartford
Westport & West (industrial)

Watson-Manning Advertising (industrial and technical)

Advertising by Representation Hartz-Miller Associates Meriden

Aerosol Containers
Seri-Print, Inc. (silk screen decorating on metal, plastic & glass) Waterbe Waterbury

Air Chucks Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain

Air Compressors Spencer Turbine Co., The Hartford

Air Conditioning Contractors
Salmini Co., Inc., J. P. Milford
Air Conditioning Products Dunham-Bush, Inc. West Hartford

Air Charter Simsbury Flying Service Hartford

Air Ducts
Wiremold Co., The (Retractable) Hartford

Air Heaters—Direct Fired Peabody Engineering Corp. Stamford

The Torrington Mfg. Co. Torrington

Air Cylinders Cushman Chuck Co. (rotating) Hartford

Sikorsky Aircraft Division United Aircraft Corporation (helicopters) Bridgeport

Arcraft Arcessories
Arcanatical Machinists, Inc. (Servo Mechanisms, low pressure switches—diaphram type)
Chandler Evans Corp. (Piston and Jet Engine Accessories — Carburctors, Fuel Controls, Afterburner Regulators Pumps, Servo-mechanisms and Protek-Piug Dehydrator Agents)
Consolidated Controls Corp. (pressure & temperature controls)
Bethel Fenn Mfg. Co., The (Hardened and Ground Gear assemblies)
Gabb Special Products Inc (filler caps—pressure fuel servicing systems)
Hamilton Standard Div., United Aircraft Corp. (propellors and other aircraft Windsor Locks

Aircraft Engine Timing Tools Gabb Special Products, Inc. Windsor Locks

Gabb Special Products, Inc. Windsor Locks
Aircraft Engine Details
Amco Manufacturing, Inc.
East Windsor, Warehouse Point
American Standard Products, Inc. Hartford
Hartford Machine Screw Co., Div. of
Standard Screw Co. Hartford
National Automatic Products Co., The Berlin
New Haven Trap Rock Co., The, Machine
Products Div. North Branford
Tag Alloy Welding & Mfg. Co., Inc.
weldments)
Wilco Machine Tool Co., Inc. Manchester

Aircraft Engines
Lycoming Division Aveo Mfg. Corp.
Pratt & Whitney Aircraft Div., United
Aircraft Corp. (aircraft) East Hartford

Aircraft Fasteners

American Standard Products, Inc. Hartford
Hartford Machine Screw Co. Div. of
Standard Screw Co. Hartford
National Automatic Products Co., The Berlin
Scovill Manufacturing Co. (PANELOC
Aircraft Fasteners) Waterbury

Aircraft Instruments Gorn Electric Company, Inc. Lewis Engineering Co., The Stamford Naugatuck

Aircraft Nuts
McMellon Bros., Inc.

Aircraft—Repair & Overhaul
Airport Department Pratt & Whitney Aircraft Div. Rentschler Field East Hartford Aircraft Sules
Simsbury Flying Service (Beechcraft)
Hartford

Aircraft Studs & Bolts
American Standard Products, Inc. Hartford
Hartford Machine Screw Co., Div. of
Standard Screw Co. Hartford National Automatic Products Co., The Berlin

Aircraft Test Equipment
United Manufacturing Co. Division
Maxson Electronics Corporation Hamden

Aircraft Wire & Cable Lewis Engineering Co., The Naugatuck

Alcoholic Beverages Heublein, Inc. (Smirnoff Vodka, Heublin Cocktails) Hartford Alumilite Aluminum Sheets Leed Co., The H. A. Hamden

Aluminum Awnings Norlee Aluminum Prod, Corp. Bloomfield

Aluminum—Bar, Rod, Sheet, Plate Frasse & Co., Inc., Peter A. Har Hartford Aluminum Bronze Castings Knapp Foundry Company, Inc. Guilford

Alloy Foundries Div., The Eastern Co. Naugatuck West Haven Newton-New Haven Co.

Aluminum Die Castings Mt. Vernon Die Casting Corporation Stamford Stratford Peasley Products, Inc. Stanford
Peerless Aluminum Foundry Co., Inc.,
(permanent mold) Bridgeport
Stewart Die Casting Div. Stewart-Wafner
Corp. Bridgeport

Aluminum Extrusions Eastern Steel and Metal Company West Haven

Aluminum Foil Republic Foil, Inc. Danbury

Aluminum Forgings
Consolidated Industries, Inc. West Cheshire
Scovill Manufacturing Company Waterbury

Aluminum Ingots Batchelder Co., Inc., Charles Lapides Metals Corp. Newtown Aluminum Sand Castings Bridgeport Deoxidized Bronze Corp

Peerless Aluminum Foundry Co., Inc., Bridgeport

Aluminum—Sheet and Rod Scovill Manufacturing Company Waterbury

Aluminum—Sheets & Coils
United Smelting & Aluminum Co., Inc.
New Haven

Aluminum Tubing
Eastern Steel and Metal Company
West Haven

Aluminum Windows
Norlee Aluminum Prod. Corp. (combination
Bloomfield

and prime)

Aluminum—Wire

Aluminum Wire Products Co., Inc. (Welding Glastonbury

Ammunition Remington Arms Co., Inc. Bridgeport

Fenn Mfg. Co., The (Dow 17) Newington

Fenn Mfg. Co., The (Dow 1)

Anodlzing
All-Brite Chemical Corp.
Aluminum Finishing Co.
Contract Plating Co., Inc.
Leed Co., The H. A.
Stamford Polishing & Plating
Stamford

Stamford

Watertown
Bridgeport
Handen
Corp.
Stamford

Anodizing Equipment
Enthone, Inc. New Haven

Arbors—Solid & Expanding
LeCount Tool Works, Inc. (sub. of The
Grimes Engineering Corp.) Cheshire

Armored Car Service Mercer & Dunbar Hartford

Asbestos
Auburn Manufacturing Company, The (gaskets, packaging, wicks) Middletown

Asarcon Bronze Derby Castings Company, The Seymour Knapp Foundry Company, Inc. (bushing & Guilford

Assemblies Gros-Ite Industries, Inc. Farmington Assemblies—Special Custom Products Corp

Bridgeport

Assemblies—Small

Ameo Manufacturing, Inc.
East Windsor, Warehouse Point
American Standard Products, Inc. Hartford
Barnes Co., The Wallace Div. Associated
Spring Corp.
Cheshire Mfg. Co., Inc.
Custom Products Corp.
Hartford Machine Serew Co.,
Standard Screw Co.
Wite Corp., The
Waterbury Pressed Metal Co.
Waterbury New Haven Waterbury

Audio-Visual Equipment
IIB Motion Picture Service (rental & service, projection and sound)
New Haven

Victor Animatograph Corp. a div. of Kalart (16mm sound and silent projectors; 35mm filmstrip and sound slide film projectors) Plainville

Automatic Buffing & Polishing Machines Harper Buffing Machine Company, The East Hampton

Auto Cable Housing Wiremold Company, The Hartford

Automatic Control Instruments
Bristol Co., The (temperature, pressure, flow humidity, time) Waterbury

Automatic Vending
Coin Cafe Div. Coca-Cola Bottling Co. of
Hartford (food & beverages) East Hartford

Automobiles—Children's Powercar Company Mystic

Automotive Bodies Metropolitan Body Company Bridgeport

Automotive Leasing Motorlease Corporation, The West Hartford

Automotive Parts

Bridgeport Thermostat Div. RobertshawFulton Controls Co. (automobile thermoMilford Echlin Mfg. Co., The (Ignition & Brake) Branford

Els Automotive Corp. (Hydraulic Power and Mechanical) Raybestos Division of Raybestos-Manhattan, Inc., (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission

CONNECTICUT PRODUCTS AND SERVICES

Bridgeport Automatic Polishing and Buffing Equipment Packer Machine Company Meriden

Automotive Tools Eis Automotive Corp. (Brake Tools) Middletown

Watertown Mfg. Co., The Watertown

Abbott Ball Co., The (steel bearing and bur-Abbott Ball Co., The (Sec.)

nishing)

Kilian Steel Ball Corp., The Hartford New Departure Div. of General Motors (steel and steel alloys)

Pioneer Steel Ball Company, Inc. (steel for bearings, burnishing, graining; also brass, bronze and stainless)

Unionville Superior Steel Ball Co., Inc., (steel bearings & burnishing material)

New Britain

Band Saw Machines hompson & Son Co., The Henry G. (auto-matic cut-off) New Haven Thompson &

Abbott Ball Co., The (burnishing and tum bling) Hartfo Enthone, Inc. (tumbling) New Hav Esbec Barrel Finishing Corp (burnishing Hartford Haven tumbling) Byram

Baskets-Wire Rolock, Inc. Fairfield

Bead Chain Bead Chain Mfg. Co., The Bridgeport

Auto-Swage Products, Inc. Shelton

Bearings Barden Corporation, The (ball)
Fafnir Bearing Co. (ball)
Marlin-Rockwell Corporation
New Departure Div. of General Motors (ball)
Norma-Hoffman Bearings Corp. (ball and Stamford Torrington Co., The Torrington

Bearing Retainers
Wafe Manufacturing Co., Inc. (instrument miniature) Bridgeport

Beauty & Barber Equipment
Middletown Formatron Corporation

Bridgeport Thermostat Div. Robertshaw-Fulton Controls Co. Milford

Beliows—Metallic Thermostat Div. ridgeport Thermostat Fulton Controls Co. Bridgeport Robertshaw

Bella Bevin Brothers Mfg. Co. Cly-Del Manufacturing Co. East Hampton

Waterbury Belting

Hartford Belting Co. Hartford Russell Mfg. Co. (High Speed Endless, Lam-inated Rubber, Roll Stock all types) Middletown Walters Belting Industries, Inc. (flat high speed endless) Cromwell

Bends—Pipe or Tube National Pipe Bending Co., The New Haven

Bicycle Sundries
Torrington Co., The Torrington

Blacking Salts for Metals
Du-Lite Chemical Corp. Middletown Inc New Haven Milford Mitchell-Bradford Chemical Co.

Black Oxide Finishing
New Britain Black Oxide, Inc.

Black Oxide Treatment Bennett Metal Treating Co., The Elmwood

Blades Capewell Manufacturing Company, Me Saw Division (hack saw and band saw Metal

Hartford Blades—Turbine Schellens-True Corp.

Ivoryton Blast Cleaning Equipment
Pressure Blast Mfg. Co., Inc., (Wet and Dry and Abrasives) Manchester

Blocks
Howard Company (cupola fire clay)
New Haven

Blower—Centrifugal Type Spencer Turbine Co., The Hartford

Blower Fans Colonial Blower Company Spencer Turbine Co., The Plainville Hartford

Blower Systems Colonial Blower Company Plainville Ripley Co. Middletown

Ripley Co.

Blower Wheels
Torrington Manufacturing Company, The
Torrington

Blueprints and Photostats
Joseph Merritt & Co. Hartford

Blue Printing Machines of New England Rotolite of Glastonbury

Bigelow Co., The New Haven

Clark Brothers Bolt Co.
Hartford Machine Screw Co., Standard Screw Co.
Torrington Co., The Milidale
Milidale
Milidale
Milidale
Milidale
Milidale
Torvington
Torvington Torrington

Boring Tools Atrax Company, The (solid carbide) Newington

Feldman Glass Co., The (Agents for Knox Glass, Inc.) New Haven

Bottles-Cosmetic Seri-Print, Inc. (cosmetic aerosol ceramic decorating) Waterbury

Box Board Bird & Son, Inc. New Britain Continental Can Co., Boxboard and Folding Carton Division

Carton Division

Federal Paper Board Co., Inc.
Montville, New Haven & Versailles
Lydall & Foulds Paper Co., The Manchester
New Haven Board & Carton Co., The
New Haven
Montville

Bird & Son, Inc. (corrugated, solid fibre, cleated containers)

Corrections

Corrections

Corrections Connecticut Container Corporation

Connecticut Container Service New Haven Continental Can Co., Fibre Drum and Corrugated Box Division Portland Merriam Mfg. Co. (steel cash, bond, security, fitted tool and tackle boxes) Durham Warner Bros. Co., The (Acetate, Paper, Acetate and Paper Combinations, Counter Display. Setup)

Boxes and Crates City Lumber Co. of Bridgeport, Inc. The Bridgeport

Boxes-Folding Leshine Carton Co. Branford

Boxes-Metal Durham Mfg. Co.

Merriam Mfg. Co. (Bond and Security, Cash and Utility, Personal Files and Drawer

Durham Safes)
Scovill Manufacturing Company (aluminum,
brass, bronze, copper-cosmetic, drug, hair
pin, ointment, pill, powder, rouge, vanity)
Waterbury

Boxes—Paper—Folding
Atlantic Carton Corp.
Bridgeport Paper Box Co. I
Carpenter-Hayes Paper Box Co Norwich Bridgeport Co., Inc. Continental Can Co., Boxboard and Folding Carton Division Montville Curtia & Sons, Inc., S. Sandy Hook Curtis & Sons, Inc., S.
Folding Cartons Incorporated (paper, folding)
ing)
Wills. Inc., H. J.
Sanuy 1002
(paper, fold-Versailles)
Bristol Folding Cartons
Ing)
Mills, Inc., H. J. Bristol
National Folding Box Co., Div. Federal Paper
Board Co., Inc. (paper folding)
New Haven and Versailles
New Haven Board & Carton Co., The
New Haven
Montville
Pridgeport

Bridgeport Warner Bros. Co., The

Boxes—Paper—Setup Bridgeport Paper Box Co. Heminway Corporation, The Mills, Inc., H. J. Strouse Adler Company, The Warner Bros. Co., The Bridgeport Waterbury Bristol New Haven Bridgeport

Brake Cables
Eis Automotive Corp. Middletown

Raybestos Division of Raybestos-Manhattan, Inc. (Automotive and Industrial) Bridgeport Russell Mfg. Co. (all types, Fused Fabric, Durak, Wireback, Extruded) Middletown

Brake Service Parts
Middletown Els Automotive Corp.

Brass & Bronze

Anaconda American Brass Company, The (sheet, wire, rods, tubes) Waterbury Bridgeport Rolling Mills Company (coi, sheet, strip) Bridseport, The (sheet, wire, rods) Bristol Brass Corp., The (sheet, wire, rods) Bristol Brass Corp.

Chase Brass & Copper Co. Waterbury
Miller Company, The (phosphor bronze and
brass in sheets, strips, rolls)
Scovill Manufacturing Company
Tinshect Metals Co., The, (sheets and rolls)
Waterbury

Brass and Bronze
International Silver Co., The (sheet and Meriden strip)

Brass & Bronze Ingot atom.
Mitchell Smelting & Refining Co., Inc.
Botsford

Whipple and Choate Company, The Bridgeport

Brass, Bronze, Aluminum Castings
Coggins Mfg. Co., The J. B. Meriden
Derby Castings Company, The Seymour
Victors Brass Foundry, Inc. Guilford

Brass Goods Anaconda American Brass Company, The Rostrand Mfg. Co., The (Ecclesiastical Brass Milford Wares)
Scovill Manufacturing Company (to order) Waterbury

Anaconda American Brass Co Company, The Waterbury Waterbury Chase Brass & Copper Co. Plume & Atwood Mfg. Co., The Scovill Manufacturing Company Thomaston Waterbury Seymour Manufacturing Co., The Seymour

Brazing & Soldering Mildrum Jewel Company, The (Contract) East Berlin

Brick-Building

Donnelly Brick Co., The New Britain
Stiles Corp., subsidiary of Plasticrete Corp. New Britain North Haven

Bricks-Fire Howard Company Mullite Works Refractories, Porter Co., Inc. New Haven Div. H. K. Shelton

Bright Wire Goods
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C. H. Hooks)
New Haven

Bronze & Aluminum Castings
Foundry Company, Inc. (rough or Guilford

Bronze Sand Castings Bridgeport Deoxidized Bronze Corp. Bridgeport

Brooms—Brushes
Fuller Brush Co., The East Hartford

Buckles

Hawle Mfg Co., The
Hollander Metal Products Corp. Bridgeport
North & Judd Manufacturing Co.
Now Britain

New Britain Waterbury Patent Button Co., The Buffing & Polishing Compositions
Hubbard Hall Chemical Company, The
Waterbury
Waterbury

Burglar Alarm Systems Mosler Research Products, Inc. Danbury

Burners
Dorset-Rex, Inc., Subsidiary of Landers,
Frary & Clark Thomaston

Burners-Automatic Peabody Engineering Corp. Stamford

Burners-Coal and Oil Engineering Corporation (Com-Stamford Peabody bined)

Burners—Gas and Oil Engineering Corporation (Com Peabody bined) Stamford

Burners-Refinery Peabody Engineering Corporation (For Gas and Oil) Stamford

CONNECTICUT PRODUCTS SERVICES AND

Burnishing

Abbott Ball Co., The (Burnishing Barrels and Burnishing Media) Hartford Pioneer Steel Ball Company, Inc (balls, cones, other metallic shapes) Unionville

Burs

Atrax Company, The (carbide) Newington Pratt & Whitney Co., Inc. (carbide and HSS) West Hartford

Business Forms

Connecticut Manifold Forms Co., The West Hartford Uarco, Inc. (Printers)

Deep River

Buttons
Frank Parizek Manufacturing Co., The
Putnam Schwanda & Sons, B. (ocean pearl and plas-tic) Staffordville tic)
Scovill Manufacturing Company (Uniform and Tack Fasteners)
Waterbury Companies, Inc. (Uniform and Fancy Dress)

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Com-nford

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Hartford Builders Finish Co. Hartford

Cabinets
S. Laminates Div. Barridon Corp. (Kitchen Cabinets, Counters, Vanitories) Hartford

Cable—Asbestos Insulated Rockbestos Wire & Cable Co., Div. of Cerro New Haven

General Electric Company Bridgeport

Cable—Nonmetallic Sheathed General Electric Company Bridgeport

Hendryx Co., The Andrew B. (bird and animal)

Cams

Amco Manufacturing, Inc.

East Windsor, Warehouse Point
American Cam Company, Inc.

Bloomfield
Bristol Instrument Gears, Inc.
Hartford Special Machinery Co., The
Hartford Hartford

Cams, 2 Dimensional
Ameo Manufacturing, Inc. Town of
East Windsor, Warehouse Point
Mallory Industries, Inc West Hartford
Parker-Hartford Corporation Hartford

Cams, 3 Dimensional

Amco Manufacturing, Inc. Town of
East Windsor, Warehouse Point
Mallory Industries, Inc. West Hartford
Parker-Hartford Corporation Hartford

Capacitors
Electro Motive Mfg. Co., Inc., The (mica & Willimantic

National Die Co., Inc., The Wolcott

Somma Tool Co. (for automatic screw ma-Waterbury

Carbide Shape Dies
Thomaston Tool & Die Co. (any form) Thomaston

Carbide Tools
Atrax Company, The (solid)
Precision Tool & Die Co. Newington Waterbury Carbon Pile Type Resistors
Engineered Metals Manchester

Standard Card Clothing Co., The (for tex-Stafford Springs

Wassell Organization, Inc.

Westport Carpenter's Tools
Sargent & Company (Planes, Squares, Plumb
Bobs, Bench Screws, Clamps and Saw
Vises)
New Haven

Carpets and Rugs Bigelow-Sanford Carpet Co. Thompsonville

Carton Closure Equipment
Better Packages, Inc. ("Tape-O-Matic," "Better Pack")

Casket Trimmings
Bridgeport Casket Hardware Co., The
Bridgeport

Casters
Bassick Company, The (Industrial and Gen-Bridgeport

Castings
Commercial Foundry Co., The (brass, bronze, New Britain aluminum)
Connecticut Foundry Co. (grey iron)
Rocky Hill

Connecticut Malleable Castings Co. (malleable iron castings) New Haven Custom Products Corp (machined only) Bridgeport

Ductile Iron Foundry, Inc. Stratford Alloy Foundries Div., The Eastern Co. Naugatuck Farrel-Birmingham Company, Inc. (Mechanite Nodular Iron, Steel) Ansonia nite Nodular Iron, Steel)

H. R. Engineering Laboratories, Inc. (centrifugal steel mold)

Malleable Iron Fittings Co., malleable iron and steel

trifugal steel mold)
Malleable Iron Fittings Co., and steel)
New England Alloy Casting Corp. Hartford Newton-New Haven Co. (zinc and aluminum)
West Haven Co. (zinc and aluminum)
West Haven Co. (zinc and aluminum)
West Haven Hartford Plainville Casting Company (gray, alloy and high tensile irons)
Philbrick-Booth & Spencer, Inc. Hartford Producto Machine Company, The Bridgeport Scovill Manufacturing Company (Brass, Bronze and Aluminum)
Turner & Seymour Mfg. Co., The (gray iron, semi steel and alloy)
Union Mfg. Co. (grey Iron & semi steel)
Waterbury Foundry Company, The (highway & sash weights)
Waterbury Wilcox Crittenden & Co., Inc., (gray iron, and brass)

(Advt.)

Castings—Investment Arwood Precision Casting Corp. Connecticut Investment Casting Groton Corp. Pawcatuek

Catalog Production Watson-Manning Advertising Stratford

Cements—Refractory
Mullite Works Refractories, Div.
Porter Co., Inc. Shelton

Centerless Grinding
Brown Manufacturing Co. Plainville
New England Centerless Grinding, Inc.
West Winsted Winsted Centerless Co. Winsted

Centers
Ready Tool Co., The (anti friction, carbide tipped, high speed)
Stratford

Russell Mfg. Co. (for missiles, and for friction materials) Middletown

Turner and Seymour Mfg. Co., The (weldless sash, jack, safety, furnace, universal, lion and cable)

Torrington

Auto-Swage Products, Inc.

Chain—Power Transmission and Conveying Whitney Chain Co., The, Subsidiary of Foote Bros. Gear and Machine Corp. Hartford

The Hitchcock Chair Company Riverton

Carwin Company, The Nor North Haven

Carwin Company, The

Chemicals

Hubbard Hall Chemical Company, The

Waterbury

Axton-Cross Co.
Carwin Company, The
Enthone, Inc.
Fuller Brush Co., The (for cleaning and maintenance—cleaners, deodorants, detergents, disinfectants, dust absorbers and pollshers)

Macalaster Bicknell Company
Asugatuck Chemical Division
Rubber Co.
Rubber Co., Inc., Chas.
United States Chemical Corp.

North Haven

Waterbury

Waterbury

Shelton

North Haven

Waterbury

Materbury

North Haven

Waterbury

Materbury

Shelton

North Haven

Waterbury

Waterbury

Shelton

North Haven

Chemicals—Agriculture
Naugatuck Chemical Division United States
Rubber Co. (insecticides, fungicides, week Naugatuck

Chemists—Analytical and Consulting Bridgeport Testing Laboratory, Inc. Bridgeport

Chromium Plating
Chromium Corp. of America
Chromium Process Company, The Waterbury

Royal Machine & Tool Corp.

Cushman Chuck Co., The
Jacobs Manufacturing Co., The (drill
chucks, lathe collet chucks and arbors)
West Hartford

Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain Union Manufacturing Company New Britain

Chucks—Air
Cushman Chuck Co., The Hartford
Power Grip, Inc.
Skinner Precision Industries, Inc.,
Skinner-Horton Chuck Div. New Britain

Chucks—Drill Jacobs Manufacturing Co., The West Hartford

Apex Machine Tool Co.

Chuck & Face Plate Jaws
Cushman Chuck Co., The
Skinner Precision Industries, Inc.,
Skinner-Horton Chuck Div. New Britain
Union Manufacturing Company
New Britain

Chucks—Lathe
Cushman Chuck Co. (power and hand oper Hartford Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain

Cushman Chuck Co., The Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain Skinner-Horton Chuck Dr., Union Manufacturing Company New Britain

D.S.O, Mfg., Inc. (Hold All Sets) Kensington

Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

'Cleaning Compounds
Enthone, Inc. (Industrial) New Haven

Clock Mechanisms Lux Clock Mfg. Co., The Waterbury

Clocks
E. Ingraham Co., The Bristol
United States Time Corporation, The
Waterbury

Clocks-Alarm Lux Clock Mfg. Co., The Waterbury

Clocks—Automatic Cooking
Lux Clock Mfg. Co., The Waterbury

Clutches Snow-Nabstedt Gear Corp., The New Haven

Raybeston Division of Raybestos-Manhattan, Inc. (Molded, Woven, Semi-metallic and Full-metallic)
Russell Mfg. Co. (rubber Shock Cord — all sizes and types)
Middletown

Colls—Electric
Bittermann Electric Company Canaan
Rowley Spring Co., Inc., The (Air-wound
for television and electronic industries)

Coils—Pipe or Tube National Pipe Bending Co., The New Haven Whitlock Manufacturing Co., The Hartford

Coil Winding Advanced Electronics, Inc (custom) Rocky Hill

Coil Winders—Toroidal
Boesch Manufacturing Div. Waltham Precision Instrument Co., Inc. Danbury Danbury

Cold Molded Electrical Insulation Meriden Molded Plastics Meriden

Communication Systems Hartford Tel-Rad, Inc.

Compacts
Scovill Manufacturing Company (powder and Waterbury

Johnson Gage Company Bloomfield

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CONNECTICUT PRODUCTS AND SERVICES

Compressors
Brunner Division of Dunham-Bush, Inc.
(Refrigeration, Air Conditioning and Air Compressors)
West Hartford
Norwalk Company, Inc. (high pressues air South Norwalk

Computers Reflection Electronics, Inc. Stamford Royal McBee Corp.

Concrete Products

Plasticrete Corp. Hamden, Hartford
North Haven, Waterbury, Willimantic
Condenser and Heat Exchanger Tubes
Scovill Manufacturing Company Waterbury

Sonoco Products Co., (paper)

Connector

Gorn Electric Co., Inc. (precision miniature electrical and printed ciruit) Stamford Construction Equipment Trailers
Kensington Welding & Trailer Co., The Kensington

Consultants

Robotham Co., The Edward W. (advertising & marketing) Westport & West Hartford

& marketing, Consulting Engineers
Souther Engineering Co., Henry
Stanley P. Rockwell Co., Inc.,
Hartford
Hartford anley sulting) elch, William A.

Pratt & Whitney Co., Inc. West Hartford

Contract Machining

Ameo Manufacturing, Inc.

Laurel Mfg. Co., Inc. (Precision Production Small Parts)

Malleable Iron Fittings Company
MeMellon Bros., Inc. (precision bridgeport Bridgeport Bridgeport)

Contract Manufacturers

Advanced Electronics, Inc.
Ameo Manufacturing, Inc.
Town of
East Windsor, Warehouse Point
American Standard Products, Inc. Hartford
Custom Products Corp
Dorset-Rex, Inc., Subsidiary
Frary & Clark
Fenn Mfg. Co., The (Precision Machine
Works)
Hartford Machine Screw Co.
Standard Screw Co.
Derby
Derby Hartford Machine Screw Co. Hartford Standard Screw Co. Hartford Lombardi Engineering Co. De Merriam Mfg. Co. (production runs—mboxes and containers to specifications) -metal

Mite Corp., The (Metal parts and assemblies) biles)
Scovill Manufacturing Company (metal parts Waterbury and assemblies)
Sperry Products Co., Div. Howe Sound Co.
Danbury Torrington Co., The Voss Co., The Branford

Tech Design Co., Inc., (designers & fabricators of control centers)

Ansonia

Controllers Bristol Company, Waterbury

Controls-Remote Panish Controls (Remote Controls for Ma-rine & Aeronautic Applications) Bridgeport

Controls—Remote Hydraulic Sperry Products Co., Div. Howe Sound Co. Danbury

Converters DC to AC Electric Specialty Co. Safety Electrical Equipment Corp. Stamford New Haven

Conveyor Systems Leeds Conveyor Mfg. Co. The East Haven Production Equipment Co. Meriden

Production Equipment

Copper

Anaconda American Brass Company, The (sheet, wire, rods, tubes) Waterbury Bristol Brass Copper Co. (sheet, rod, wire, tube) Waterbury Tube) Waterbury Co. The (sheet and rolls) Waterbury tube)
Tinsheet Metals Co., The (sheet and rolls)
Waterbury

Copper Castings Knapp Foundry Company, Inc. Guilford Knapp Foundry Company,

Copper Sand Castings

Bridgeport Deoxidized Bronze Corp.

Bridgeport

Copper Sheets Anaconda American Brass Company, The Waterbury New Haven Copper Co., The

New Haven Copper Co., The Seymour

Copper Water Tube
Anaconda American Brass Company, The
Waterbury The

Copying Machines
Thermo-Fax Sales of Conn., Inc.

Cord Russell Mfg. Co., The (marine & aero shock)

Cord Sets—Electric
General Electric Company Brid
Plastic Wire & Cable Corporation, The Bridgeport Jowett City Seeger-Williams, Inc. Bridgeport

Cores-Fibre

Sonoco Products Co. Mystic

Corn Cob Meal Nielson & Sons, Inc., John R. South Windsor

Correspondence Files Westport Wassell Organization, Inc.

Corrugated Box Manufacturers

Connecticut Container Corporation New Haven Corrugated Containers, Inc. Hartford

Corrugated Shipping Cases Connecticut Container Corporation

Continental Can Co. Fibre Drum and
Corrugated Box Division Portland
D. L. & D. Container Corp. New Haven
New Haven Board & Carton Co.
New Haven

Cosmetie Containers

Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark Thomaston Eyelet Specialty Div. International Silver Wallingford Co. Lakewood Metal Products, Inc. Waterbury Scovill Manufacturing Co. Waterbury Seri-Print, Inc. (silk screen decorated) Waterbury

Cosmetics Chesebrough-Pond's, Inc. Fuller Brush Co., The Clinton East Hartford

Veeder-Root, Inc. Hartford

Couplings Scovill Manufacturing Company (garden and industrial hose) Waterbury

Cushioning for Packaging
The Gilman Gilman Brothers Co., The

Cutters

Atrax Company, The (solid carbide) Newington Hanson-Whitney Co., The (thread milling) Hartford Mitrametric Co., The (ground pinion) Pratt & Whitney Co., Inc., (Milling Cutters all types carbide and HSS) West Hartford

Cutting & Creasing Rule Bartholomew Co., H. J.

Cutting Tools
Nelco Tool Co., Inc. Sub. Brown &
Sharpe Mfg. Co. (carbide & HSS) Manchester

Data Processing Equipment
Royal McBee Corp. Hartford

Decalcomanias Sirocco Screenprints New Haven

Deep Drawings Scovill Manufacturing Company Waterbury

Deep Hole Drilling & Reaming Hamden Deep Hole Drilling Co. Hamden Products Design & Mfg. Corp. Newington

Dehydrators
Kahn and Company, Inc. (compressed air Wethersfield

Delayed Action Mechanism M. H. Rhodes, Inc., Hartioru R. W. Cramer Company, Inc., The Centerbrook Amplex Corporation, The (in (industrial) Bloomfield

Diamonds—Industrial
Parsons Diamond Products, Inc.
West Hartford Russell, Inc., R. R.

Diamond Tools
Parsons Diamond Products, Inc.
West Hartford Russell, Inc., R. R. Dictating Machines
Dictaphone Corporation, The Bridgeport
SoundScriber Corporation, The New Haven

Diaphragms—Aircraft and Industrial Gasket Corporation Meriden

Die Castings
Mt. Vernon Die Casting Co. Stamford
Peasley Products, Inc. (aluminum and zine)
Stratford
Name Hayon Newton-New Haven Co., Inc. New Haven Stewart Die Casting Div. Stewart-Warnet Haven Bridgeport

Die Casting Dies Eastern Machine Screw Corp., The New Haven Derby Weimann Bros. Mfg. Co., The

Die Heads-Self Opening
Eastern Machine Screw Corp., The
New Haven

Geometric Tool Co., Div. United-Greenfield Corp. New Haven

Producto Machine Company, The Bridgeport Superior Steel Products Corp. (steel) Cheshire Die Sets

Union Mfg. Co. (precision, steel and

Bles
Hoggson & Pettis Mfg. Co., The
New Haven Mitrametric Co., The (ground for gears)
Torrington Pratt & Whitney Co., Inc. (thread and thread rolling) West I West Hartford

Dies & Die Cutting Douglas Co., Geo. M. New Haven

Dielectric Heaters Radio Frequency Co., Inc. New Britain

Sansome Co., S. Frederick (design & prod-Short Beach

Display Containers
National Folding Box Co. Div. Federal Paper
Board Co., Inc. (folding paperboard)
New Haven and Versailles

Displays—Design aft Displays, Inc. -Design & Production Bloomfield Stifel & Kufta New Britain

Display Equipment Old Saybrook

Displays—Metal
Durham Mfg. Co., The (Designing to customers' specifications)
Merriam Mfg. Co. (Contract Work to Individual Specifications)
Parsons Co., Inc., W. A. (custom designed)
Durham Durham

Displays—Plastic
Dura Plastics of New York, Inc. Westport J. C. Products, Inc. Higganum

Door Closers Sargent & Company New Haven

Bilco Co., The (metal, residential and com-mercial) West Haven

Allen Manufacturing Co., The Hornfield Hartford Machine Screw Co, Div. of Standard Screw Co., Torrington Co., The Torrington

Drafting Accessories

Joseph Merritt & Co. Hartford

Drill Presses
Sigourney Tool Co. (sensitive drilling ma Bloomfield Townsend Mfg. Co., The H. P. Elmwood

D.S.O. Mfg. Co., Inc. (wire) -Small Hole Kensington

CONNECTICUT PRODUCTS AND SERVICES

Drilling Machines
Pratt & Whitney Co., Inc. (Deep Hole)
West Hartford

Drilling Service—Hard Steel
Walton Co., The West Hartford
Drilling and Tapping Units

Drilling and Tapping Units
Hartford Special Machinery Co. Hartford

Billings & Spencer Co., The
Consolidated Industries West Cheshire
Wilcox Crittenden & Co., Inc. Middletown

Duplicating Machines
Thermo-Fax Sales of Conn., Inc.
New Haven

Duplicating Machines—Automatic
Pratt & Whitney Co., Inc. West Hartford

Dust Collectors
Colonial Blower Co. Plainville

Russell Mfg. Co. (rubber shock cord — all sizes and types) Middletown

Electric Cables
General Electric Company (for residential, commercial and industrial applications)
Bridgeport
Cockbestos Wire & Cable Co.
Corp. (asbestos insulated)
New Haven

Bristol Spring Manufacturing Co.
Plainville

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General Electric Company
Rockbestos Wire & Cable Co.
Corp. (asbestos insulated)

Fidgeport
Div. of Cerro
New Haven

Electric Enclosed Switches
Arrow-Hart & Hegeman Electric Co., The

Ripley Company, Inc. Middletown

Electric Fixture Wire
Rockbestos Wire & Cable Co. Div. of Cerro
Corp. (asbestos insulated) New Haven

Electric Hand Irons
Winsted Hardware Mfg. Co. (trade mark
"Durabilt") Winsted

Electric Insulation Stevens Paper Mills, Inc., The Windsor

Wasley Products, Inc. Plainville

Electric Motor Controls

Arrow-Hart & Hegeman Electric Co., The
Hartford

B & J Electric Co. Ansonia

Electric Motors
Harvey Hubbell Incorporated Iona Manufacturing Company, The Safety Electrical Equipment Corp.

U. S. Electrical Motors, Inc.

Electric Motors
Stamford Bridgeport The Manchester
Corp.
New Haven Milford

Electric Switches
Harvey Hubbell, Incorporated Bridgeport

Cramer Controls Corporation, The
Centerbrook

Rockbestos Wire & Cable Co. Div. of Cerro Corp. (asbestos insulated) New Haven New Haven

Arrow-Hart & Hegeman Electric Co., The Hartford Harvey Hubbell, Incorporated Bridgeport

Electrical Appliances
Iona Manufacturing Company, The
Manchester

Electrical Components

Connecticut Electric Mfg. Co., The (knife switches, fuse blocks, contact ellps)

Bantam

Electrical Conduit Fittings & Grounding
Specialties
Gillette-Vibber Company, The New London

Burndy Electrical Connectors
Corporation Norwalk
Electric Control Apparatus

Plainville Electrical Products Co., The Plainville

Electrical Insulation
Case Brothers, Inc. Manchester

Bristol Co., The Waterbury
Electrical Belays and Controls
Allied Control Co. Plantsville

 $\begin{array}{ccc} & \textbf{Electrical Switchboards} \\ \text{Plainville} & \text{Electrical Products Co.}, & \text{The} \\ \text{Pneumatic Applications Co.} & \text{Plainville Simsbury} \end{array}$

Electrical Wiring Systems
Wiremold Co., The Hartford

Victor Tool & Mfg., Inc.

Prototypes
Higganum

Advanced Electronics, Inc. (custom)
Scovill Manufacturing Company Waterbury

Seri-Print, Inc. (silk screen plates & supplies) Waterbury

Electronic Components
Wilco Machine Tool Co., Inc. Manchester

Patent Button Company, The Waterbury Prentice Mfg. Co., The G. E. (stampings to customers' specifications) Kensington Terryville Manufacturing Co. (Stampings to customer specifications) Terryville

Electronics
Andersen Laboratories, Inc.
Beau Electronics
Ripley Co.
Sturrup Larabee & Warmers,
Vinco Electronics Corporation

Electronics
West Hartford
Waterbury
Middletown
New Haven

Electro-Mechanical Assemblies Advanced Electrones, Inc. (custom)

Electroplating
Coggins Mfg. Co., The J. B.
Glering Metal Finishing, Inc.
National Sherardizing & Machine
Waterbury Plating Company

Rocky Hill
Meriden
Handen
Handen
Hartford
Waterbury
Waterbury

Electroplating—Equipment & Supplies
Enthone, Inc.
Hubbard Hall Chemical Company, The
Waterbury
Lea Manufacturing Co., The
MacDermid, Incorporated
Waterbury

Barnum-Hayward Electrotype Co., Inc.
New Haven Electrotype Div. Electrographic Corp.

Eastern Elevator Co (passenger and freight)

General Elevator Service Co. Hartford

Employment Agencies
Administrative-Technical Personnel Service
Advancement Opportunities
Burnham Employment Agency
technical, secretarial)
Rita, Richard P. Personnel Services, Inc.
New Haven, Bridgeport & Hartford
Snelling & Snelling

Glering Metal Finishing, Inc.
Waterbury Plating Company

Hamden
Waterbury

Enamels & Lacquers

Dobbs Chemical Co., The (industrial finishes to customers' specifications) New Haven

Engineering
Marchant & Minges (building construction) West Hartford Research & Development Designers, Inc.
Middletown Technical Design and Development Co., Inc. (design and drafting) Milford

Engineering Service
Lacey Manufacturing Co., The Bridgeport

Atrax Company, The (solid carbide)
Newington

Engraving—Plastic and Nonferrous Metals New England Engraving Company Div. of Dura Plastics of New York, Inc.

Pratt & Whitney Co., Inc. (carbide and HSS)
Salisbury Products, Inc.

Westport
(carbide and West Hartford
Lakeville

Curtis 1000, Inc.
Mideastern Envelope & Paper Co., Inc.
United States Envelope Company
Hartford Division
Hartford

Environmental Test Equipment American Research Corp. Farmington

Excelsior
Nielsen & Sons, Inc., John R. South Windsor

Executive Recruiting
Advancement Opportunities Hartford

Experimental Machining Madison Standard Corp., The East Hartford Wilco Machine Tool Co., Inc. Manchester

Explosives
Ensign-Bickford Co., The (safety fuse, detonating fuse, blasting accessories)
Simsbury

Walton Co., The Extractors
Walton Co., The (tap, pipe & stud)
West Hartford

Walton Co., The (taps, drills, studs)
West Hartford

Extruders and Accessories
Davis Electric Company (Ram Type Teflon
Extruder)
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp. Mystic

Extrusions—Plastic

Jessall Plastics Div. The Electric Storage
Battery Co. Kensington

Battery Co.

Eyelets

Anaconda American Brass Company, The Waterbury
Arro Eyelet & Tool Co. (small-printed circuit, brass & copper)
Dorset-Rex, Inc., Subsidiary
Frary & Clark
Gem Machine & Tool Co.
Mark Eyefet & Stamping Co.
Mark Eyefet

Eyelets, Ferrules and Wiring Terminals Anaconda American Brass Company, The Waterbury

Eyelet Machine Products
Anaconda American Brass Company, The
Waterbury
Ball & Socket Mfg. Co., The
West Cheshire
Waterbury
Waterbury
Waterbury

Cold Forming Mfg. Co., The
Cly-Del Manufacturing Co.
Lakewood Metal Products, Inc.
Dorset-Rex Inc., Subsidiary of Landers,
Frary & Clark
National Die Co., Inc., The
Platt Bros. & Co., The
Scovill Manufacturing Company
Stevens Co., Inc.,
Waterbury Pressed Metal Co.

West Cheshire
Waterbury
Waterbury
Waterbury
Waterbury
Waterbury
Waterbury
Waterbury

Auto-Swage Products, Inc. Shelton

Fabricators
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

Russell Mfg. Co. (Teflon, Moulded Fabric, Bearing Surfaces, High Temperature Fabrics) Middletown

Fan Blades
Torrington Manufacturing Company, The
Torrington

Fans—Electric
General Electric Company
Fasteners—Aircraft
Scovill Manufacturing Company
Aircraft Fasteners)

Torrington
Bridgeport
Frusteners
Company
Waterbury

Fasteners—Industrial
Scovill Manufacturing Company
Torrington Co., The
Waterbury
Torrington

Torrington Co., the

Fasteners—Laundry Proof
Scovill Manufacturing Company (GRIPPER
snap fasteners)

Waterbury

snap fasteners)

Fusteners—Slide & Snap

Scovill Manufacturing Company (GRIPPER
zippers and GRIPPER snap fasteners)

Waterbury

Feit
Auburn Manufacturing Company, The (mechanical, cut parts) Middletown

CONNECTICUT PRODUCTS AND SERVICES

Drycor Felt Company (paper makers and industrial) American Felt—All Purpose
American Felt Co. (Mill & Cutting Plant)
Chas. W. House & Sons, Inc. (Mills & Cutting Plant)
Uniouville
Uniouville Ferrules Cly-Del Manufacturing Co. Waterbury Fiber-glass Fabrication
Davis Co., The E. J. West Haven Fibre Board Bird & Son, Inc.
Case Brothers, Inc.
Colonial Board Company
C. H. Norton Co., The North
Stevens Paper Mills, Inc., The
Windsor Fiberglass Products
Fiberglass Products Eng. Co. South Norwalk

File Cards
Standard Card Clothing Co., The
Stafford Springs

Filing Equipment Wassell Organization, Inc. Westport Film Processing Machinery Filmline Corporation Milford

Filters-Fluid Aslop Engineering Co. Cuno Engineering Corp., The Milldale Meriden

Filter Media
National Filter Media Corp. (cloth & paper)
New Haven Financing Small Business Investment Co. of

Bridgeport Connecticut

Finger Nail Clippers H. C. Cook Co., The Ansonia

Firearms
Colt's Patent Fire Arms Mfg. Co., Inc.
Hartford Junior Screw Machine Products, Inc. West Haven Marlin Firearms Co., The New O. F. Mossberg & Sons, Inc. New Haven

Fire Alarm Systems Fire-Lite Alarms, Inc. New Haven

Fire Hose Fabrics Fire Hose (municipal and indus-Sandy Hook trial) Fireplace Goods Puritan Fireplace Furnishing Co. Milford

M. Backes' Sons, Inc. Wallingford

Gros-Ite Industries, Inc. Farmington

Flame Hardening
Flame Treating & Engineering Co., The
West Hartford

Flashlights
Bridgeport Metal Goods Mfg. Co. Bridgeport

Flat Springs
Bristol Spring Manufacturing Co., Gemco Manufacturing Co., Inc. Section 1. Plainville Southington

Flatware—Stainless Steel
Majestic Silver Co., The New New Haven

Pratt & Whitney Co., Inc. Wes West Hartford

Floats
Naugatuck Mfg. Co. (seamless copper & plastic)
Safety Float Corporation (skin diving flag buoys; floats for swimming pools & swim-Waterbury

Float Switches
Gorn Electric Co., Inc. (for aircraft and commercial use)
Stamford

Beaton & Ceiling Plates Beaton & Cadwell Mfg. Co., The New Britain

Fluorescent Lighting Equipment Wiremold Company, The Hartford

Foam Rubber
A. mstrong Rubber Company, The West Haven

Food Products
Heublein, Inc. (A.1 Steak Sauce, 1
Oat Cereal, Maltex Hot Cereal) Maypo Hot Hartford Forgings

Billings & Spencer Company
Bridgeport Hardware Mfg. Corp.,
Capewell Manufacturing Company
Hartford
Fridgeport
Hartford

Chase Brass & Copper Co. Waterbury Consolidated Industries, Inc. West Cheshire Heppenstall Co. (all kinds and shapes) Bridgeport Ideal Forging Corp. Southington Scovill Manufacturing Company (Non-Waterbury Southington

C. & S. Tool Co., Inc. Berlin

Forms
Baker Goodyear Co. (Columnar and Analy-Branford Foundation Garments Crown Corset Co., The Bridgeport

Foundries Connecticut Foundry Co Connecticut Malleable Castings leable iron castings) Rocky Hill Co. (mal-New Haven leable iron castings)

New Haven
Derby Castings Company, The
Ductile Iron Foundry, Inc.
Malleable Iron Fittings Co. (Malleable Iron
and Steel Castings)
New England Alloy Casting Corp. Hartford
Plainville Casting Company (gray, alloy and
high tensile Irons)
Producto Machine Company, The
Scovill Manufacturing Company Waterbury
Turner & Seymour Mfg. Co., The (gray, Iron,
semi steel and alloy)
Union Mfg. Co. (gray iron & semi steel)
New Britain

New Britain Wilcox Crittenden & Co., Inc. (iron, aluminum and bronze) Middletown

Fountain Pens and Mechanical Pencils Waterman Pen Company, Inc. Seymo Seymour

John P. Smith Co., The New Haven

Four Slide Forms Peck Spring Co. Plainville

Fuel Oil Pump and Heater Sets Peabody Engineering Corporation Stamford

Fuel Oils sso Standard Div. of Humble Oil & Refining Co. Rockwell Co., W. S. (industrial) Fairfield

Gage Blocks Pratt & Whitney Co., Inc. (Alloy steel and Carbide, Hoke and USA) West Hartford

Galvanizing
Malleable Iron Fittings Co.
Wilcox Crittenden & Co., Inc. Middletown

Garment Accessories
Oakville Co. Div. Scovili Mfg. Co. Oakville

Gaskets
Auburn Manufacturing Company, The (from Middletown all materials) Fitzgerald Manufacturing Co. Torrington

Aero Gasket Corporation

Gaskets-Metallic Laminated Shim Company, Inc. Glenbrook

Gas Scrubbers, Coolers and Absorbers Peabody Engineering Corporation Stam

Gauges

Bristol Co., The (pressure and vacuum-recording automatic control) Waterbury
Helicoid Gage Division American Chain &
Cable Co., The (pressure and vacuum)
Relidemort

Bridgeport Manning Maxwell & Moore, Inc. Stratford New Haven Trap Rock Co., The Machine Products Div (Johan Universal and Special Purpose Gauge)
Pratt & Whitney Co., Inc. (Precision Measurement all types)

North Branford
West Hartford

urement an Gears

Bridgeport Worm & Gear Mfg. Co.

Bridgeport

Bri Bristol Instrument Gears, Inc. Forestville Mitrametric Co., The (blanked fine pitch) Torrington

Gears and Gear Cutting
Farrel-Birmingham Company, Inc. Ansonia
Fenn Mfg. Co., The Newington
Kallay Gear Works, The (up to 18" diam.) Fairfield United Gear & Machine Co. Suffield

General Machining Simplex Tool & Die, Inc. Milford

Generators
Safety Electrical Equipment Corp. New Haven

Glass Blowing Macalaster Bicknell Company New Haven

Glass Containers Feldman Glass Co., The (Agents for Knox Glass, Inc.) New Haven

Glass Cutters Fletcher-Terry Co., The Forestville

Grinding
Farrel-Birmingham Company, Inc. (Roll and Cylindrical) Ansonia Horberg Grinding Industries, Inc. (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) Bridgeport K-F & D Mfg. Company, The (Contour and Precision) Unas Grinding Corporation (Od, ID Thompson surface & 3 Blanchards) East Hartford

Grinding—Centerless
enterless Grinding, Inc. (infeed, eneral Centerless Grinding, Inc. (infeed, through feed and bar grinding) East Hartford General

Grinding Machines ingham Company, Farrel-Birmingham Inc (Roll)

Grinding Wheels Fuller Merriam Company, The West Haven

Grommets

Anaconda American Brass Company, The
Waterbury Dorset-Rex, Inc. Frary & Clark Inc., Subsidiary of Lander Thomaston

Superior Steel Products Corp. Cheshire

Guards Interstate Industrial (watchmen service) Protection Bridgeport

Gun Drills Eldorado Tool & Mfg. Corp. Milford

Hack and Band Saw Blades Capewell Manufacturing Co. E Hartford

Hair Hygiene Preparations
Parker Herbex Corporation Stamford

Hammer and Axe Wedges Manufacturing Company ("Sta-Fast" Unionville steel)

Hammers—Carpenters and Machinists Capewell Manufacturing Company Harti

Hand Tools

Billings and Spencer Company (wrenches, sockets and shop tools)

Bridgeport Hardware Mig. Corp., The (screw drivers, wrenches, nail pullers, box & crate openers, pliers, saws, trowels & special forgings)

Bridgeport

Hard Chrome Plating Allied Platers, Inc. Hartford

Hardened and Ground Parts ond Parts Company Hartford artford Machine Screw Co. Div of Standard Screw Co. Hartford

Hardness Testers Wilson Mechanical Instrument Div American Chain & Cable Company, Inc. Bridgeport

Hardware Bassick Company, The (Automotive) Bridgeport New Britain Terryville Derby American Hardware Corp.
Eagle Lock & Screw Co.
Gordon Associates
Harlock Products Corp.
Sargent & Company
Wileox Crittenden & Co., Inc.
and industrial)

Terryville
Derby
New Haven
New Haven
Middletown
Stamford American Hardware Corp.

and industrial) Yale & Towne Mfg. Co., The Stamford Hardware—Marine & Bus Rostand Mfg. Co., The Milford

Hardware, Trunk & Luggage Excelsior Hardware Co., The S Yale & Towne Mfg. Co., The S Stamford

Harrow Discs Scovil, Inc., D. & H. Higganum

Hats
Hat Corporation of America (men's felt)
South Norwalk

Hat Machinery

Doran Bros., Inc. Danbury

Health Surgical & Orthopedic Supports
Berger Brothers Company, The (custom
made for back, breast and abdomen)
New Haven

Silent Glow Oil Burner Corp., The (portable Hartford

CONNECTICUT PRODUCTS AND SERVICES

Heat Elements
Electrofiex Heat, Inc.
Safeway Heat Elements, Inc.
resistance type)

Middletown

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Haven

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ISTRY

Heat Exchangers Whitlock Manufacturing Co. Hartford

Heat Sealing—Electronic Berger Bros. (vinyl-polyethylene)

Berger Bros. (Viny. Rev. New Heat Treating ABA Tool & Die Co. Manchester Bennett Metal Treating Co., The Elmwood Commercial Metal Treating Co. Bridgeport Hartford Machine Screw Company Hartford Derby

Industrial Heat Treating Co. Derby
New Haven Heat Treating Co., Inc.,
Progressive Metal Treating (tool and production)
Skene Co., Inc., The William A. (metals)
Bridgeport

Skinner Precision Industries, Inc., Skinner-Horton Chuck Div, New Britain Stanley P. Rockwell Co., Inc., The Hartford (Advt.)

Heat Treating Salts and Compounds
Barnes Co., The, Wallace Div. Associated
Spring Corp.
Bristol
Bauer & Company, Inc.
Rolock, Inc. (Retorts, Muffles, etc.) Stanley P. Rockwell Co., Inc., The (com-mercial)

Heat Treating Fixtures
Rolock, Inc. (Trays, Baskets, etc.)
Fairfield Bridgeport Wiretex Mfg. Co., Inc.

Heat Treating Salts and Compounds Mitchell-Bradford Chemical Co. Milford

Heaters—Electric General Electric Company Bridgeport

Heating and Cooling Coils
G & O Manufacturing Co, New Haven

G & O Manufacturing

Heavy Chemicals

Naugatuck Chemical Division, United

States Rubber Co. (sulphuric nitric, and
muriatic acids and aniline oil)

Naugatuck

Hex-Socket Screws

Allen Manufacturing Company, The
Bloomfield
Waterbury Bristol Company The Hartford Machine Screw Co., Div. of Standard Screw Co.

High Frequency Alternators Electric Specialty Co. Stamford Safety Electrical Equipment Corp. New Haven

Highway Guard Rail Hardware Malleable Iron Fittings Co. Bra

Branford Hinges

Homer D. Bronson Company Beacon Falls

Hobs and Hobbings
Pratt & Whitney Co., Inc. (Die and Thread
milling) West Hartford

Hobs Hanson-Whitney Co., The (fine pitch gear)

Scoviii, Inc., D. & H. (eye and grub) Higganum

Hoists and Trolleys Union Mfg. Company New Britain

Hooks & Eyes
Oakville Co. Div., Scovill Mfg. Co. Oakville

Sonic Engineering Corp. Stamford

K-F & D Mfg. Company, The Manchester

Hose Fittings
Scovill Manufacturing Company (garden and industrial hose) Waterbury

Hose—Flexible Metallic
Anaconda American Brass Company, The
American Metal Hose Branch Waterbury
Johnson Metal Hose, Inc. Waterbury

Hose Supporter Trimmings Hawie Mfg. Co., The (So-Lo Grip Tabs) Bridgeport

Seamless Rubber Company New Haven

Hospital & Rehabilitation Equipment Polecats, Inc. Old Saybrook

Hydraulic Brake Fluids
Eis Automotive Co. Middletown
Hydraulic Components and Systems
Vickers Incorporated Marine & Ordnance
Dept. Waterbury

H.S. Form Tools Somma Tool Co. (for automatic screw ma-Waterbury

Hypodermic Needles Roehr Products Company Waterbury

Ignitors
Peabody Engineering Corporation electric or oil, electric) Sta Stamford

Impregnating
American Metaseul, Inc. (metal, wood, etc.)
Hamden

Incinerators
Silent Glow Oil Burner Corp., The Hartford

Indexing Heads Hartford Special Machinery Co., "Super-Spacers") (Hartford Hartford

"Super-Spacers , Induction Hardening Flame Treating & Engineering Co. West Hartford

Induction Heaters Radio Frequency Co., Inc. New Britain

Industrial Chrome Plating
Mirror Polishing & Plating Co., Inc.
Waterbury

Aluminized Finish & Mfg. Co. (vacuum)
Cromwell
Illuminized Finish Co. (vacuum) Cromwell

Industrial Design
Gould, R. J., Designer (product and appearance design)
Mel Saint Clair Associates (package and product design)
Farmington
Van Dyck Associates (product appearance and engineering)
Westport

Industrial Displays ansone Co., S. Frederick (Designers, Builders and Counselors) Short Beach

Industrial Finishes Chemical Coatings Corporation Rocky Hill

Industrial Security
Interstate Industrial Protection Co. Bridgeport

Industrial Tapes
Seamless Rubber Company New Haven

Industrial Testing Services
Sperry Products Co., Div. of Howe Sound Co.
Ultrasonic, X-ray and magnetic particle)
Dambury

Infrared Detectors
Barnes Engineering Co. (and systems) Stamford

Waterman Pen Company, Inc. Seymour

Insecticides American Cyanamid Company Waterbury Fuller Brush Co., The East Hartford

Inserts—Screw Threads
Heli-Coil Corp Danbury

Instalment Payment Books
Wassell Organization, Inc. Westport

Insulated Wire & Cable
Davis Electric Company Wallingford
General Electric Company (for residential
commercial and industrial applications)
Bridgeport
Seymour Kerite Company, The Seymour Plastic Wire & Cable Corporation, The Jewett City

Instruments

Bristol Company, The Waterbury
Kahn and Company, Inc. (electronic indicating, recording and/or controlling)
Wethersfield
Manning Maxwell & Moore, Inc. Stratford
Meleam Standards Laboratory (certified
calibrations and repair specializing in
ounlify control)
Hattford calibrations and repair systems (quality control)
Penn Keystone Corporation Derby
Pratt & Whitney Co., Inc. (Precision
Measuring) West Hartford
Sperry Products Co., Div. of Howe Sound Co.
Ultrasonic flaw detection and thickness
Danbury Intercommunication Action Systems Co. Meriden

Interval Timere Lux Clock Manufacturing Company Waterbury Rhodes, Inc., M. H.
Jacquard Cards
Case Brothers, Inc. Hartford

Jig Borer
Atlantic Machine Tool Works, Inc. (Atlantic in several sizes) Newington Linley Brothers Company Bridgeport Moore Special Tool Co. (Moore) Bridgeport Pratt & Whitney Co., Inc. West Hartford

Jigs, Fixtures & Gages Federal Machine & Tool Co. Bristol

Jig Grinder Moore Special Tool Co. (Moore) Bridgeport

Jig Grinding—Jig Boring
Apex Machine Tool Co. Elmwood

Junior Automobiles Power Car Company Mystic

Key Blanks Sargent & Company New Haven

Lahels Naugatuck Chemical Division, United States Rubber Co. (for rubber articles) Naugatuck

Seri-Print, Inc. (silk screened on glass, plastic, metal) Waterbury

Label Moisteners
Better Packages, Inc. ("Counterboy" —
"Packer") Shelton

Laboratory Equipment Eastern Industries, Inc. No. New Haven

Laboratory Supplies
Macalaster Bicknell Company New Haven

American Fabrics Company, The Bridgeport Wilcox Lee Corporation, The Middletown

Lacquers & Synthetic Enamels Chemical Coatings Corporation Rocky Hill I-Sis Chemicals, Inc. Stamford

Flint Co., A. W. New Haven

de Sherbinin Products, Inc. W. N. Hawleyville Lampholders—Incandescent & General Electric Company Fluorescent Bridgeport

Lamp Shades Verplex Company, The Essex

Lathe Chucks Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain Whiton Machine Co. New London

Lathes—Toolroom and Automatic Pratt &Whitney Co., Inc. West Hartford

Lead Plating Christie Plating Co., The Groton

Leather Dog Furnishings
Andrew B. Hendryx Co., The New Haven
The Smith-Worthington Saddlery Co.
Hartford

Leather, Mechanical Auburn Manufacturing Company, The (packings, cubs, washers, etc.) Middletown

Letterheads Lehman Brothers, Inc. (designers, engrav-ers, lithographers) New Haven

Lighting Equipment
Miller Co., The (Miller, Ivanhoe) Meriden

New England Lime Company Canaan

Lipstick Cases
Scovill Manufacturing Company Waterbury

CONNECTICUT PRODUCTS AND SERVICES

Lipstick Containers
Bridgeport Metal Goods Mfg. Co.
Bridgeport Inc., Subsidiary of Landers, Thomaston Dorset-Rex Frary & Clark

Likewood Metal Products, Inc. Waterbury
Seri-Print, Inc. (silk screen decorated)

Waterbury Lithography Hartford ew Haven Waterbury New

Bond Press, Inc., The City Printing Co., The Heminway Corporation Lehman Brothers, Inc., Muirson Label Co. O'Toole & Sons, inc., T. Steinbach & Sons, A. D. ew Haven No. Haven Stamford New Haven Locks-Builders

Sargent & Company New Haven McMellon Bros., Inc. Bridgeport

Locks—Suitcase and Trimmings Excelsior Hardware Co., The Star Stamford

Locks-Trunk Excelsior Hardware Co The Stamford

Locks—Zipper Excelsior Hardware Co., T Stamford The

-Non-Metallic Wiremold Company, The Hartford

Lubricating Oils & Greases Standard Div, of Humble Oil & Hartford Refining Co.

Lumber & Millwork Products
City Lumber Co. of Bridgeport, Inc.
Bridgeport Machetes Collins Company, The Collinsville

Machine Builders Simplex Tool & Die, Inc. Milford

Machine Designers and Manufacturers Research & Development Designers, Inc. Middletown

Machine Shop Fabrication d Electronics, Inc. Ro Rocky Hill

Machine Tools Farrel-Birmingham Company, Inc. Ansonia Pratt & Whitney Co., Inc. West Hartford Producto Machine Company, The Bridgeport

Machine Work

Ameo Manufacturing, Inc.

East Windsor, Warehouse Point
Banthin Engineering Co.

Bridgeport
Ben-Nek Holder, Inc. (light machining &
secondary operations)
Branford
Essex Machine Works, Inc.
Farrel-Birmingham Company, Inc. Ausonia
Fenn Manufacturing Company, The (precision parts)
Fuller Brush Co., The (precision contract
work)
Gros-Ite Industries, Inc. (Bullard) Machine Work

Foller Brush Co., Leave East Harttore work)
Gros-He Industries, Inc. (Bullard)
Farmington
Hartford Special Machinery Co., The (contract work only)
Holland Machine Co., Inc., The
East Hartford
Derby

Lombardi Engineering Co. Derby McMellon Bros., Inc. (precision threaded Bridgeport

parts)
Ridgeport
National Sheradizing & Machine Co. (Job)
New Haven Trap Rock Co., The Machine
Products Div.
North Branford
Parker-Hartford Corporation
Safety Electrical Equipment
Torrington Manufacturing Co., The (special rolling mill machinery)
Torrington Co., The
Torrington Torrington

Machinery
Conn. Machine Repair, Inc. (special mfg.)
Bridgeport
Davis Electric Company (Wire and Cable)
Wallingford
Fenn Manufacturing Company, The
(special)
Newington
Haliden Machine Company, The (mill)
Thomaston Torrington Manufacturing Co., The (mill)
Torrington Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. (metal Waterbury

Machinery—Automatic Banthin Engineering Company (new and Bridgeport

Machinery—Automatic Feeding
Technical Design and Development Co.,
Milford

Machinery—Bolt and Nut Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury

The, Division v.

Machinery Dealers & Rebuilders

Botwinik Brothers New Haven
Bristol Metal Working Equipment
East Hartford

Machine Repair, Inc. Bridgeport
Fairfield
New Haven Conn. Machine Repair, Inc. J. L. Lucas and Son State Machinery Co., Inc.

Machinery—Extruding
Standard Machinery and Davis-Standard
Divisions of Franklin Research Corp.,
Mystic

Machinery—Metal—New Lucas & Co., Inc., Austin D. Bridgeport

Machinery—Metal—Used
Lucas & Co., Inc., Austin D. Bridgeport

Muchinery—Metal-Working
Fenn Mfg. Co., The
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury
Pratt & Whitney Co., Inc. West Hartford

Machinery—Nut Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. (forming and tapping) Waterbury

Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury

Machinery—Wire Drawing
Fenn Mfg. Co., The
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury

Machinery Rebuilding Conn. Machine Repair, Inc. Bridgeport

Machinery—Wire Straightening
Shuster Wire Machine Div., Mettler Machine Tool, Inc. New Haven
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury

Machinery—Wire Straightening & Cutting Shuster Wire Machine Div., Mettler Ma-chine Tool, Inc. New Haven

Machines
Allison-Campbell Div., American Chain & Cable Co., Inc. (abrasive cutting machines and wheels)
Bridgeport
Coulter & McKenzle Machine Co., The (special, new development engineering design and construction)
Bridgeport

Machines—Automatic Chucking
Pratt & Whitney Co., Inc. (Potter &
Johnson) West Hartford

Machines—Draw Benches
Fenn Manufacturing Company, The
Newington Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

Machines—Forming Nilson Machine Company, The slide wire and ribbon stock) A. H. (four Shelton

John McAdams & Sons, Inc. Norwalk

Machines - Rolling
Fenn Manufacturing Company, The
Newington

Machines—Slotting
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron,
Machines—Slotting
Machines—Slotting
Machines—Slotting
Machines—Slotting
Machines—Slotting
Machines—Slotting
Waterbury

Machines—Special
Fenn Mfg. Co., The Newington
Fuller Brush Co., The East Hartford East Hartford

Amco Machines—Special Build
Amora East Windsor, Warehouse Point
Essex Machine Works, Inc. Essex

Machines—Swaging
Fenn Mfg. Co., The, Newington
Torrington Co., The
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury

Machines—Thread Rolling
Shuster Wire Machine Div., Mettler Machine Tool, Inc.
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury Haven

Machines—Turks Head
Fenn Mfg. Co., The
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury

Machines—Wire Drawing
Fenn Mfg. Co., The Newington
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury

Machining—Horizontal Boring
Tucker Machine Co. New

Magnesium Sand Castings Peerless Aluminum Foundry Co., Inc. Bridgeport

Management Consultants
Administrative-Technical Personnel Service

Mandrels—Expanding
LeCount Tool Works, Inc. (sub.
Grimes Engineering Corp.)

The Chesl Cheshire

Manganese Bronze Ingot Whipple and Choate Company B Bridgeport

W. E. Bassett Company, The Derby

Manifold Forms Walters Business Forms, Inc. Bloomfield

Marine Equipment Wilcox-Crittenden Div., North Judd Middletown

Marine Machines
Machine Works Inc. (Propellors, Shafts, etc.)

Marine Reserve Gears Snow-Nabstedt Gear Corp., The New Haven

Brunelle Co., The Charles Hartford Marking Devices

Cooney Engraving Co. Hoggson & Pettis Mfg. Co., The Branford Parker-Hartford Corporation (steel)
Hartford

Marking Machines and Tools Noble & Westbrook Manufacturing Co., The East Hartford

Marking Tools
Parker-Hartford Corporation Hartford

Masonry Products
Plasticrete Corp Hamde
North Haven, Waterbury. Hamden, Hartford, erbury, Willimantic

Materials Handling Parsons Co., Inc., W. A. (tote pans) Durham

Mattresses Waterbury Mattress Waterbury

Durham Mfg. Co. Durham Parsons Co., Inc., W. A. (tool kits) Durham

Metal Boxes and Displays
Durham Mfg. Co., The (Designing & Mfg.
to customers' specifications) Durham
Merriam Mfg. Co. (Bond. Security, Cash,
Utility, Personal Files, Drawer Safes,
Custombilt containers and displays)

Enthone, Inc.
Hubbard Hall Chemical Company, The
Waterbury
Waterbury

Metal Finishes Enthone, Inc.
Mitchell-Bradford Chemical Co. New Haven

Metal Finishing
Contract Plating Co., Inc. Stratford
Hartford Industrial Finishing Co. Hartford
National Sheradizing & Machine Co. National Sheradizing & Machine Co. Hartford Stamford Polishing & Plating Corp. Stamford Waterbury Plating Company Waterbury

CONNECTICUT PRODUCTS AND SERVICES

Metal Formings
Master Engineering Company
West Cheshire
Oakville Co, Div., Scovill Mfg. Co, Oakville
Scovill Manufacturing Company
Waterbury Metallizing R.T.G. Inc. (flame spraying of metal alloys and ceramics) Metallizing Service Co. Manch Metallurgists

Bridgeport Testing Laboratory, Inc.
Bridgeport Metal Mouldings Leed Co., The H. A. Hamden Valley Metallurgical Processing Co., Inc. (and Plasma Coatings) Centerbrook Metal Powder Products
Norwalk Powdered Metals, Inc. Norwalk
Metal Products—Stampings
Anaconda American Brass Company, The
Waterbury
Scovill Manufacturing Company (Made-toOrder) Waterbury
Stanley Pressed Metal New Britain Metal Specialties
Ben-Nek Holder, Inc.
Excelsior Hardware Co., The
Torrington Co., The
Metal Spinning Branford Torrington Maurer Arteraft Co. Milford Moseley Metal Crafts, Inc. West Hartford Moseley Metal Crafts, Aug.

Metal Stampings
Aero Gasket Corporation
Anaconda American Brass Company, The
Waterbury
Waterbury
Waterbury
Waterbury

aven Co.,

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rham rbury

urham

s) urham

Mfg.

Cash, Safes,

ys) urham

erbury

Haven filford

ratford

o. artford

rp. amford erbury

USTRY

Amaconda American Brass Company, Trae
Better Formed Metals, Inc.
Cly-Del Mannafacturing Co.
Dayton Rogers Corp.
Dayton Rogers Corp.
Frary & Clark
Excelsior Hardware Co., The
Gunver Mig. Co., Inc.
II. C. Cook Co., The
Lombardi Engineering Co.
Mite Corp., The
Mohawk Mg. Co. (threaded)
North & Judd Mfg. Co.
J. A. Otterbein Company, The
fabrications)
Patent Button Co., The
Saling Manuafacturing Co.

Waterbury
Waterbu Unionville Waterbury Bristol Terryville Plainville Waterbury The Milford

Metals Testing

Metals Testing Co., Inc. (Air Force, Army,
Navy, Certified, Magnaflux, Zyglo)

East Hartford

Sprague Meter Company Bridgeport

Rhodes, Inc., M. H. Hartford

Microfilming
American Microfilming Service Co. Cinc-Video Productions, Inc. Milford Merritt Co., Joseph (complete service) Hartford

Microfilm—Reader-Printer Thermo-Fax Sales of Conn., Inc. New Haven

Slocum Co., The J. T. Glastonbury Mill Machinery
Torrington Mfg. Co., The
Waterbury Farrel Foundry & Machine Co.
The, Division of Textron, Inc. Waterbury Torrington

Milling Machines
Pratt & Whitney Co., Inc., (Keller Tracer—controlled Milling Machines)
West Hartford

Seovill Manufacturing Co. (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube)

Wilcox-Crittenden Div., North & Judd Middletown

Hartford Builders Finish Co.

Miniature Precision Connectors Gorn Electric Co. Sta Stamford

Foredom Electric Co., Inc. Bethel

Minute Minders Lux Clock Mfg. Co., The Waterbury Mirror Rosettes and Hangers Waterbury Companies, Inc. Waterbury

Missile Components
Wilco Machine Tool Co., Inc.

Tag Alloy Welding & Mfg. Co., Inc. (weld-ments)

Mixing Equipment
Alsop Engineering Co.
Eastern Industries, Inc. Milldale

B. & N. Tool & Engineering Co. (instruments and timing devices) Thomaston

ments and timing ucross

Models and Prototypes

Elmwood Tool & Machine Company, Inc.

Elmwood

Designers, Inc. Research & Development Designers, Inc. Middletown

Superior Steel Products Corp. Cheshire

Molded Assemblies
Ney Company, The J. M. (with precious metal inserts)

Bloom Bloomfield

Molded Fiberglass Products
Fiberglass Products Eng. Co.,
South Norwalk

Moldings—Powder Metal Materials American Sinterings Div., Engineered Plastics Watertown Fuller Brush Co. The (wet and dry mops and dusters)

Watertown

Mops

East Hartford

Motion Picture Equipment Victor Animatograph Corp., a div. of Ka-lart (16 mm. sound and silent projectors, film splicers, and rewinders) Plainville

Motion Pictures
Cine-Video Productions, Inc.

Motor Drives Electronic Controls, Inc. adjustable speed)

Motor—Generator Sets

Electric Specialty Co. Stamford
Safety Electrical Equipment Corp.
New Haven

Motors-Hysteresis Synchronous Waterbury

Motors—Electric Timing Cramer Controls Corp., The Centerbrook

Motors Synchronous
Cramer Controls Corp., The Centerbrook
Electric Specialty Co. Stamford

Moulded Plastic Products
Butterfield, Inc., T. F. Naugatuck
U. S. Plastic Molding Corp.
Waterbury Companies, Inc.
Waterbury Companies, Inc.
Watertown Mfg. Co., The Watertown

Mouldings
Himmel Brothers Co., The (architectural, metal and store front) Hamden

Moulds
Hoggston & Pettis Mfg. Co., The 'steel)
New Haven

Name Plates
Cooney Engraving Co. Branford
Quality Name Plate Inc. East Glastonbury
Seton Name Plate Co. (metal & plastic
name plates and identification tags)
New Haven

Napper Clothing
Standard Card Clothing Co., The (for textile mills)
Stafford Springs Wilcox Lace Corp., The

Middletown

Nickel Anodes
Hubbard Hall Chemical Company, The
Waterbury Seymour Mfg. Co., The Seymour

Nickel Silver
Anaconda American Brass Company, The
Waterbury
Miller Co., The (in colls and strips) Meriden
Plume & Atwood Mfg. Co., The Thomaston
Waterbury Rolling Mills, Inc. (sheets,
strips, rolls) Waterbury

Nickel Silver Ingot Whipple and Choate Co., The Bridgeport

Night Latches Sargent & Company New Haven

Nitriding
Hartford Machine Screw Co. Hartford

Non-ferrous Metal Castings
Miller Company, The Meriden
Scovill Manufacturing Company Waterbury

Nuclear Details
Tag Alloy Welding & Mfg. Co., Inc. (weld-Glastonbury

Nuts, Bolts and Washers
Clark Brothers Bolt Co.
Hartford Machine Screw Co.
Standard Screw Co.
Torrington Co., The
Torrington Co.

Office Equipment Pitney-Bowes, Inc. Stamford Thermo-Fax Sales of Conn., Inc. New Haven

Underwood Corporation Wassell Organization, Inc. Hartford Westport

Office Printing

Kellog & Bulkeley, A Div. of Connecticut Printers, Inc. Hartford

Offset Printing Bond Press, Inc., The City Printing Co., The Heminway Corporation Hartford New Haven Waterbury

Oil Burners
Peabody Engineering Corp. (Mechanical or Steam Atomizer)
Silent Glow Oil Burner Corp., The Hartford

Oil Tanks Norwalk Tank Co. Div. Mersick Industries, South Norwalk Hartford Whitlock Mfg. Co., The

Oilers—Lubricating Commodity Sales Inc. (Refillable type—hypo-dermic; disposal butryate tube oilers) Hartford

Oils—Cutting
Anderson Oil and Chemical Co., Inc.,
Portland

Optical Comparator Charts
Research & Development Designers, Inc.
Middletown

Optical Instruments
Barnes Engineering Co. (and systems)

Otis Woven Awning Stripes
The Falls Company Norwich

Ovens Rockwell Co., W. S. (industrial) Fairfield

Ovens—Electric Bauer & Company, Inc.

Packaging
Commerce Packaging Corporation (military, commercial & export canning & Stamford

tary, commercial & export canning & stamford Stamford Seri-Print, Inc. (silk screened on plastic, metal, glass) Packaging-Engineering

Commerce Packaging Corp. Stamford Progressive Packaging Corp. (military & commercial for domestic and export packaging, canning, crating and ship-ping)

Packaging & Packing

Packaging & Packing

Commerce Packaging Corp. (military, commercial, plastic & blister, export & domessian or crating)

The Packaging & Packing

The Packaging & Packaging & Packing

The Packaging & Packaging & Packaging

The Packagi

Mercer & Stevan Packing
Auburn Manufacturing Co., The (leather, rubber, asbestos, fibre) Middletown Raybestos Div. of Raybestos-Manhattan, Inc. (Asbestos and Rubber Sheet)
Bridgeport

Padlocks
Sargent & Company New Haven
Waterbury Lock & Specialty Co., The
Milford

Pads-Office
The Baker Goodyear Company Branford

Paints—Enamels—Lacquers Tredennick Paint Mfg. Co. Voltax Company, Inc., The Br Meriden Bridgeport

Tech Design Co., Inc., (designers & fabricators of control centers) Ansonia

Leed Co., The H. A.

Moore Special Tool Co (crush wheel dresser)

Bridgeport

Paperboard

Paperboard
Continental Can Co., Boxboard and Folding Carton Division Montville
Federal Paper Board Co., Inc. New Haven
New Haven Board & Carton Co., The
New Haven Robertson Paper Box Co. Montville

AUGUST, 1961

CONNECTICUT PRODUCTS AND SERVICES

Paper Boxes

Atlantic Carton Corp (folding) Norwich
National Folding Box Co. Div. Federal
Paper Board Co., Inc. (folding)
New Haven & Versailles
Mills, Inc. H. J.
New Haven Co., The
New Haven Robertson Paper Box Co. (folding)
Montville

Paper Boxes—Folding Hercules Paper Box Corp., The Bridgeport

Paper Boxes—Folding and Setup Bridgeport Paper Box Co. Bridge M. Backes' Sons, Inc. Walling

H. C. Cook Co., The (steel)

Paper Fasteners
Oakville Co. Div. Scovill Mfg. Co. Oakville

Paper Mill Machinery Farrel-Birmingham Company, Inc. Ansonia

Paper Products Nu-Wipe, Inc. (toweling dust ing, finishing, packaging) dusting, polish-ng) Plainville

Paper-Shredded Nielsen & Sons, Inc., John R. South Windsor

Paper Tubes and Cores Sonoco Products Co. Mystic

Parallel Tubes Sonoco Products Co. Mystic

Rhodes, Inc., M. H.

Hartford Parts

Ameo Manufacturing, Inc. Town of
East Windsor, Warehouse Point
Hartford Machine Screw Co., Div. of
Standard Screw Co. Hartford
Scovill Manufacturing Company (ammunistation of the control of the contro

Torrington Co., The Torrington

Parts and Assemblies
Amco Manufacturing, Inc. Too
East Windsor, Warehouse
Custom Products Corp Bridg Town of ouse Point Bridgeport

Perfumes
Chesebrough-Pond's, Inc.
Personnel Consultants
Advancement Opportunities
Snelling & Snelling Clinton Hartford Hartford

Personnel Recruiting Administrative-Technical Personnel Service (executive) Advancement Opportunities Hartford Hartford

Petroleum Solvents Esso Standard Div. Humble Oil & Refining Co. Pet Furnishings Hartford

Andrew B. Hendrix Co., The New Haven

Phenolic Resins
Synco Resins, Inc. Bethel Phosphate Coating
Black Oxide, Inc. New Britain

Black Oxide, Auc.

Phosphor Bronze

Anaconda American Brass Company, The
(brass & copper) Waterbury

Miller Company, The (sheets, strips, rolls)

Meriden

Plume & Atwood Mfg. Co., The Waterbury Rolling Mills, Inc. (sheets, strips, rolls)

Whipple and Choate Co., The Bridgeport

Photo Engraving
Dowd, Wyllie & Olson, Inc.
Wilcox Photo Engraving Co., Inc.
New Haven

Photocopy Equipment and Supplies Ludwig, Inc., F. G. Old Saybrook Photographic Equipment Kalart Company, Inc. Plainville

Photographic Murals Eitel, Walter T. (color & black and white) West Hartford

Eitel, Walter T. West Hartford Eitel, Walter T.

Piano Repairs

Pratt Read & Co., Inc. (keys and action)

Ivoryton Piano Supplies
Pratt Read & Co. (keys and actions, backs, plates) Ivoryton

Pillow Blocks
Departure Div. of General Motors

Pins Pins
CEM Company ("Spirol")
Hartford Machine Screw Co. Div. of
Standard Screw Co. Hartford
Oakville Co. Div. Scovill Mfg. Co. (safety
& straight)
Pryn., Inc., William (straight & Dayville safety pins)
Star Pin Co., The (straight and safety) Torrington Co., The (Dowel & Taper)
Torrington

Pins—Common Dorset-Rex, Inc., Subsidiary Frary & Clark Union Pin Co., The Landers. Thomaston Winsted

Union Pin Co., The Winsted

Pipe Anaconda American Brass Company, The Waterbury Chase Brass & Copper Co. (red brass and copper)
Waterbury copper)
Howard Co. (cement well and chimney)
New Haven

Pipe Fittings
Malleable Iron Fittings Co. Branford

Pipe Organs Austin Organs, Inc. Hartford

Pipe Plugs
Hartford Machine Screw Co. Div. of
Standard Screw Co. Hartford

Pipe Plugs—Socketed Hartford Machine Screw Co. Div. of Standard Screw Co. Hartford

Pistols & Revolvers
Colt's Patent Fire Arms Mfg. Co., Inc.
Hartford

Plant Protection
Interstate Industrial Protection Co Bridgeport Plastic Blister Packaging
Commerce Packaging Corporation (ball
bearings & small parts)
Stamfo

Stamford Plastic Bottles
Industrial Plastic Supply Div.

West Dist. Industrial Fields West Hartista Plax Corp.) West Hartista Plax Corporation Bloomfield Seri-Print, Inc. (silk screen labeling) Waterbury

Plastic Buttons Frank Parizek Manufacturing Co., The Putnam

Plastonics, Inc. East Hartford

Plastic Engraving
New England Engraving Co. Div. of Dura
Plastics of New York, Inc.
Salisbury Products, Inc.
Lakeville

Plastic Extruders

Danielson Mfg. Co., The (nylon and other engineering plastics)

Jessall Plastics Div. of The Electric Storage Battery Co. Kensington Rowland Products, Inc.

Shore Line Industries, Inc. Clinton

Plastic Fabrication

Dura Plastics of New York, Inc. Westport
Fabricon Corp. Unionville
Industrial Plastic Supply Div. (models,
machined parts, etc.) West Hartford machined parts, etc.) West Hartford
New England Rack Co., Inc. (hood & duct
systems, tanks, etc.) Hamden
Salisbury Products, Inc. Lakeville
Shore Line Industries, Inc. Clinton

Plastic Film and Sheet Materials
Gilman Brothers Co., The
Plax Corporation
Rowland Products, Inc.
Shore Line Industries, Inc.
Clinton

Plastic Forming
Auto-Vac Co. Auto-Blow Corp (vacuum & pressure forming, blow molding) Fairfield
Dura Plastics of New York, Inc. Westport

Plastic Lining Equipment Enthone, Inc. New Haven

Plastic Material
Dura Plastics of New York, Inc.
rod & tube)
Shore Line Industries, Inc. (sheet, Westport Clinton

Advance Mold & Mfg., Inc.

Plastic Molders
B & B Plastics, Inc.
Butterfield, Inc. T. F.
Coggins Mfg. Co., The J. B. Meriden
Conn. Plastics
Danielson Mfg. Co., The (nylor
engineering plastics)
Engineered Plastics, Inc.
Plastic Molding Corporation
Rogers Mfg. Co., The
L. S. Plastic Molding Corp.
Waterbury Plastics Corp (custom)
L. S. Plastic Molding Corp.
Waterbury Companies, Inc.
Waterbury Mfg. Co., The
Waterbury Plastic Molders

Waterbury Mig. Co., The
Plastic Pipe and Fittings
Danielson Mig. Co., The (nylon and other
engineering plastics)
Enthone, Inc., Div. The Electric Storage Enthone, Inc.

Jessall Plastics Div. The Electric Battery Co. Kensington

Plastic Rod

Danielson Mfg. Co. The (nylon and other engineering plastics)

Danielson Div. The Electric Storage Kensington

Plastic Strip
Danielson Mfg. Co. The (nylon and other engineering plastics)
Danielson Jessall Plastics Div. The Electric Storage Kensington Battery Co.

Phastic Tubing
Danielson Mfg. Co. The (nylon and other engineering plastics)
Dessail Plastics Div. The Electric Storage Battery Co. Shore Line Industries, Inc. Kensington

Plastic Wire Coating Materials Electronic Rubber Co. Sta Stamford

Plastics
Industrial Plastic Supply Div. (sheet, rod and tube, Dist. for Plexiglas)
West Hartford
Naugatuck Chemical Division, United States Rubber Co. Naugatuck

(Advt.) Clinton Shore Line Industries, Inc.

Plastics & Resins

American Cyanamid Co., Plastics &

Resins Div. Wallingford

Plastics-Moulds & Dies Advance Tool Company Crown Tool & Die Co., Inc. Fairfield Bridgeport

Plasticrete Block
Plasticrete Corp. Hamden, Hartford,
North Haven, Waterbury, Willimantic

Acme Chromium Plating Co. Christie Plating Co. Chromium Process Company, The (Chromium Plating only) Water Plating Company Waterbury

Waterbury Platers' Equipment New Haven Enthone, Inc. Lea Manufacturing Co., The Waterbury

Christie Plating Co., The (including lead plating)
Giering Metal Finishing, Inc. Hamden Roberts Plating Company
West Plating Company
Windsor Locks

Plating Processes and Supplies one. Inc. New Haven Euthone, Inc. New Haven Seymour Manufacturing Co., The Seymour

Plating Racks
New England Rack Co., Inc. (anodizing, conveyor, etc.)
Hamden

Plumbers' Brass Goods
McGuire Mfg. Co. Waterbury
Scovill Manufacturing Co. Waterbury

Pneumatic Conveyors
Spencer Turbine Co., The Hartford

Malleable Iron Fittings Co.

Branford Police Equipment The Smith-Worthington Sadd

ment Saddlery Co. Hartford Polishing
C. & E. Metal Finishing Co. Hartford
Mirror Polishing & Plating Co., Inc.
Waterbury

Postage Meters

Pitney Bowes, Inc. Stamford

Potentiometers—Electronic
Bristol Company, The Waterbury

Cushman Chuck Co. (chucks) Hartford

CONNECTICUT PRODUCTS AND SERVICES

Precious Metal Alloys
Ney Company, The J. M. (for dentistry
and industry)
Bloomfield

Precious Metal Assemblies
Ney Company, The J. M. (with gold,
platinum, paladium alloy contacts)
Bloomfield

Precious Metal Refining Ney Company, The J. M. (of dental, jeweler & Manufacturers scrap)

Bloomfield Precision Machining National Tool & Die Co. Hartford

Precision Machine Tool Spindles Whitnen Manufacturing Co. (for milling, grinding, boring & drilling) Farmington

Precision Manufacturing
Town of Ameo Manufacturing, Inc. Town of East Windsor, Warehouse Point American Standard Products, Inc. Hartford Hartford Machine Screw Co., Div. of Standard Screw Co. Hartford Scovill Manufacturing Company Torrington Co., The

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Precision Revolving Machinery
Whitnon Manufacturing Co. Farmington

Precision Sheet Metal Fabrication Milford Fabricating Co. Mil Milford

Precision Springs & Wire Forms Rowley Spring Co., Inc., The B

Waterbury Companies, Inc. Waterbury

Preservatives—Wood, Rope, Fabric Darworth Incorporated ("Cuprinol") ("Cellu-san") Simsbury

Pressboard
Case Brothers, Inc. (genuine) Manchester
Case & Risley Press Paper Co. (genuine)

Presses
Farrel-Birmingham Co., Inc. (Hydraulic)

Presses—Power

Pneumatic Application Co., The (modernization of presses through conversion to Wichita Air Clutch operation) Simsbury Waterbury Farrel Foundry & Machine Co., The, Div. of Textron, Inc. Waterbury

Bigelow Co., The
Norwalk Tank Co. Div. Mersick Industries,
Inc.
Rolock, Inc.
Whitlock Mfg. Co., The
Row Haven
New Haven
New Haven
New Haven
Fairfield
Hartford

Printing

Allied Printing Service, Inc.
Bond Press, Inc., The
Bussmann Press, Inc.,
City Printing Co., The
Finlay Brothers
Fox Press, Inc., The (letterpress and lithography) Manchester Hartford New Haven New Haven Hartford ox Press, Inc., The United Press, Inc., The United Press and Endowment of Uniter Press and Endowment of Uniter Press, Inc., In lithography)
Hartford
Heminway Corporation, The
Hiddreth Press
Hartford
New Haven
Meriden
Matterior
Hartford
Howell Hartford
Hartfo

Printing Machinery
Banthin Engineering Co (automatic) Bridgeport

Ads, Inc., Div. CSW Plastic Types, Inc. (mats services) Rocky Hill

Printing Rollers
Chambers-Storck Company, Inc., The
Norwich

Ad-Craft Displays, Inc. Bloomfield

Production Control Equipment
Ripley Company, Inc. Middletown
Wassell Organization, Inc. Westport

Hamilton Standard Div. United Aircraft Corp. (propellers and other aircraft equipment) Windsor Locks

Protective Coatings
Harrison Company, The A. S. (waxes)
South Norwalk
Bethel

Prototypes Scovil Co., Harmon S. Simplex Tool & Die, Inc. Milford

Public Relations Counsel Brunelle Co., The Charles Hartford

Publicity Services
Brunelle Co., The Charles
Watson-Manning Advertising
Publishers
O'Toole & Sons, Inc., The Stratford

Stamford

Aslop Engineering Co. Milldale
Sonic Engineering Co. Stamford
Sump Punps, Inc. (Deep-well electro-submersible) Stamford

Pumps—Small Industrial Eastern Industries, Inc. Ne New Haven

Punches
Hoggson & Pettis Mfg. Co., The (ticket & cloth)
New Haven

Purchasing Service—Industrial Hartz-Miller Associates Meriden

Putty Softeners—Electrical Fletcher Terry Co., The Forestville

Pyrometers
Bristol Co., The (recording and controlling)
Waterbury

Racks—Storage
Dudwallen Manufacturing Co., Inc. (for pallets, drums, cases, bales)
East Hartford

Automatic Signal Div. Eastern Industries, Norwalk

Radiation—Finned Copper
Bush Manufacturing Co. West Hartford
G & O Manufacturing Company, The
New Haven Vulcan Radiator Co., The (steel and copper)
Hartford

Radiation Shielding Products
Stamford Ray Proof Corporation

Radiators—Engine Cooling
G & O Manufacturing Co. New Haven

Ratchet Offset Screw Driver Chapman Co., J. W. Durham

Rayon Staple Fiber Hartford Fibres Co. div Bigelow Sanford Co. Rocky Hill

Reamers
Atrax Company, The (solid carbide) Newington Pratt & Whitney Co., Inc. (all types)
West Hartford Pratt & Whitney Co., Inc. (all types carbide and HSS) West Hartford

Reamers—Helical Gammons-Hoaglund Co., The Manchester

Reamers—Machine Gammons-Hoaglund Co., The

Reamers—Taper Gammons-Hoaglund Co., The Manchester

Record Equipment
Wassell Organization, Inc., (filing equipment)
Westport

Recorders

Bristol Co., The (automatic controllers, temperature, pressure, flow, humidity)

Waterbury

Recording Machines
Dictaphone Corporation Bridgeport

Reduction Gears Snow-Nabstedt Gear Corp., The New Haven

Bridge Mfg. Co., The (for wire and cable) Hazardville

Refractories Howard Company New Haven
Mullite Works Refractories Div. H. K. Porter
Co., Inc. Shelton

Co., Inc.

Refrigeration

Dunham-Bush, Inc.

Refrigeration Condensing Units

Brunner Division of Dunham-Bush, Inc.

West Hartford

Refrigeration Service Alco Ref. & Mfg. Co. East Hartford Hartford Refrigeration Service, Inc. Hartford

Relays Allied Control. Inc. Plantsville

Remanufacturing—Warner & Swasey Turret Lathe Services Cover Coventry

Rental HB Motion Picture Service (audio-visual equip.—all types) New Haven

Research and Development

Continental Engineering Corporation
Farmington
Raymond Engineering Laboratories (Electro-Mechanical)
Middletown ro-Mechanical)

Research & Development Designers, Inc.

Sperry Products Co., Div. Howe Sound Co.

(Ultrasonic)

Danbury Danbury

Resistance Wire
C. O. Jeliff Mfg. Co., The (nickel chromium, copper nickel, iron chromium, aluminum) Southport Stamford Kanathal Corporation, The Stan Ney Company, The J. M. (for potentiom-eters and semi-conductors) Bloom Bloomfield

Respirators
American Optical Company, Safety Products

Retainers Lacey Manufacturing Co., The (precision ball bearing) Bridgeport

RF Power & VSWR Measuring Equipment Jones Electronics Co., Inc. Bristo

Rigid Plastic Sheet Material Gilman Brothers Company, The Gilman

Grant Mfg. & Machine Co., The Bridgeport Linley Brothers Company Bridgeport Patent Button Co., The (automatic) Waterbury

Ripley Company, Inc. M H. P. Townsend Manufacturing Middletown Co., The Co., The Elmwood

Rivets
Clark Brothers Bolt Co.
Dorset-Rex, Inc., Subsidiary of Landers,
Frary & Clark
Milford Rivet & Machine Co., The Milford

Rivet Setting Machines Milford Rivet & Machine Co., The Milford

Rads

Anaconda American Brass Company, The (copper, brass, bronze) Waterbury Bristol Brass Corp., The (brass and bronze)

Bristol Scovill Manufacturing Company (aluminum, brass, bronze, etc.) Waterbury brass, bronze, etc.)

Rollers—Bituminous Paving
Gabb Special Products Div. E. Horton & Son
Campany Windsor Locks

Rolled Shapes Cowles & Co., C. (and mouldings) New Haven

Rolling Mills & Equipment
Fenn Mfg. Co., The
Precision Methods & Machines, Inc.
Waterbury
Waterbury Farrel Foundry & Machine Co.,
The, Division of Textron, Inc. Waterbury

Farrel-Birmingham Company, Inc (Chilled and Alloy Iron, Steel)

Ansonia

Rotary Files
Atrax Company, The (carbide) Newington

Atrax Company, The (solid carbide) Newington

Newington
Rubber Chemicals
Naugatuck Chemical Division United States
Rubber Co., Naugatuck
Stamford Rubber Supply Co., The ("Factice" Vulcanized Vegetable Oils) Stamford

Rubber Drug Sundries Seamless Rubber Company New Haven

Rubber Footwear Goodyear Rubber Co., The Middletown

Rubber Latex Compounds and Dispersions Naugatuck Chemical Division United States Rubber Co. (coating, impregnating and adhesive compounds) Naugatuck

Rubber Machinery Farrel-Birmingham Company, Inc. Ansonia

ONNECTICUT PRODUCTS AND SERVICES

Sheet Metal Products

Anaconda American Brass Company, The Screw Machine Products
Accurate Screw Products, Inc. (B & S
Swiss & Davenports)
Southington
American Standard Products, Inc. Hartford
Apex Tool Co., Inc., The
Bridgeport
Auto Electric Screw Machine Co., Inc.
Bridgeport
Bridgeport
Bridgeport Rubber Molded Parts Aero Gasket Meriden The -Molded Specialties Portland (brass and copper) Waterl Merriam Mfg. Co. (security boxes, fit tool boxes, tackle boxes, displays) fitted Rubber Airex Rubber Prod. Corp. Associated Gaskets, Inc. Bond Rubber Corporation Bridgeport Derby Durham Parsons Co., Inc., W. A. (fabricators) Balogh Manufacturing, Inc. Bridgeport Brown Manufacturing Co. (up to 1½" capac-ity) Plainville Products, Inc. Precision Sheet Metal Fabrication ID Bar-Plate Mfg. Co., Inc. Or United Manufacturing Co. Div. Maxson Electronics Corporation Han Rubber Products
Airex Rubber Prod. Corp. tty)
Comerford Mfg. Co., Inc.
Consolidated Industries
Dav-matic, Inc.
exclusively)
Eastern Machine

Trial Plainville
Bristol
West Cheshire
Automatics
Waterbury
The
New Hayen Portland Electronics Corporation

Sheet Metal Stampings
American Buckle Co., The West Haven
Anaconda American Brass Company, The
Waterbury

Subuldiary of Landers,
Thermaston Rubber Printing Plates

ADS, Inc., Div. CSW Plastic Types, Inc.

Hartford exclusively)
Eastern Machine Screw Corp., The
New Haven
Fairchild Screw Products, Inc.
Franklin Screw Machine Co., The
Garthwait Mfg. Co., A. E. (up to and Incl.
Waterbury

14")

Waterbury

Machine Screw Co. Div. of Stand-Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark
Scoviil Manufacturing Co. (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury Rubber Products-Mechanical Associated Gaskets, Inc. Bridgeport Auburn Mfg. Co., The (washers, gaskets, molded parts) Middletown Garthwait Mig. Co., A. 20 Waterbury
1/2")
Hartford Machine Screw Co. Div. of Standard Screw (up to 5" capacity) Hartford
Horberg Grinding Industries, Inc., (heat
treated and ground type only) Bridgeport
Stanley Humason, Inc.
Independent Screw Company (up to and
incl. 1½" capacity) West Hartford
Junior Screw Machine Products, Inc.
West Hartford
Lowe Mfg. Co., The Wethersfield
Wolcott Rubber—Reclaimed Naugatuck Chemical Division United States Dolan Steel Co., Inc. Bridgeport Victors Brass Foundry, Inc. Seamless Rubber Company New Haven
Rubberized Fabrics
Duro-Gloss Rubber Co., The New Haven Guilford Shell Molding Victors Brass Foundry, Inc. Lowe Mfg. Co., The Wethersfield Mailly Mfg. Co. (Swiss) Wolcott Mite Corp., The (up 1½" capacity) New Haven Guilford Shells Cly-Del Manufacturing Co. Waterbury
Lakewood Metal Products, Inc. (all metals)
Waterbury
Waterbury Rubbers
onl Div. U. S. Rubber Co Munson, Carl M. (Brown & Sharpe) Forestville Naugatuck Chemical Div. U. & (synthetic rubbers and latex) Naugatuck National Automatic Products Company, The Berlin Salem Mfg. Co.

Seovill Manufacturing Co. (aluminum, brass, bronze, copper, nickel silver-drawn, stamped-electric socket, serew)

Waterbury Rust Preventives
Anderson Oil and Chemical Company, Inc.
Portland Nelson's Screw Machine Products Plantsville New Haven Screw Machine Products Nelson's Screw Machine Products Plantsvine New Haven Screw Machine Prods, Inc. (up to 1½" capacity)
Newton Screw Machine Prods, Co. (Plainville Uson Brothers Company (up to \mathfrak{4}\)" capacity) Wolcott Tool and Manufacturing Co., Inc. Waterbury New Haven Enthone, Inc. Enthone, Inc. Rust Removers Olson Products Sons, R. P.
Products Design & Mfg. Corp
Newington
Waterbury
Waterbury
Waterbury Showcase Lighting Equipment Wiremold Company, The Ha Olson & Sone, S. Products Design & Mrg. Cosp Products Design & Mrg. Newington Scovill Manufacturing Company Waterbury United Screw Machine Co. Thomaston Waterbury Machine Tools & Products Co. (Brown & Sharpe and Davenport) Waterbury Meriden New Haven Hartford Saddlery
The Smith-Worthington Saddlery Co.
Hartford H. C. Cook Co., The (for card files) Signs
Ad-Craft Displays, Inc. (all types, quanBloomfield tity only)

Bloomfield

Leonard Sign Co. (neon & factory identification)

Hartford Russell Mfg. Co. Middletown Screw Machine 1005.

American Cam Company, Inc. (Circular Form Tools)

Cambridge Specialty Co., Inc. (flat & circular form tools)

Quaker Tool (H.S. cir. form tools)

Waterbury

Waterbury

Waterbury

Waterbury

Waterbury Screw Machine Tools Silk Screen Plates—Supplies Seri-Print, Inc. Wa Safety Clothing American Optical Company Safety Products Waterbury Seri-Frint, Inc.

Silk Screen Process Printing
Ad-Craft Displays, Inc.
Norton Co., R. H.
Seri-Print, Inc. (for aerosal and
cosmetic containers)

Waterbury
Waterbury Safety Fuses
Ensign-Bickford Co., The (mining & detoSimsbury Pratt & Whitney Co., Inc. (Reamers, Taps, Dies, Blades and Knurls) West Hartford Sirocco Screen prints Stifel & Kufta, Inc. New New Haven New Britain Safety Gloves and Mittens
American Optical Company Safety Products
Division Putnam Screws Silk Screening on Metal
Ad-Craft Displays, Inc. Bloomfield
Merrian Mfg. Co. (Displays and Specialties
Durham Allen Mfg. Co., The
American Screw Company
Atlantic Screw Works
Bristol Company, The (socket set and socket cap screws)
Clark Bros, Bolt Co., Inc. (cap and lag Bloomfield Hartford Safety Goggles

American Optical Company Safety Products Silver Brazing Putnam Division Ben-Nek Holder, Inc. Branford Salvage Service
Walton Co., The (broken tools extracted)
West Hartford Milldale Ben-Nek Doller, Silver Alloys

Handy and Harman (sheet, strip, wire,
Fairfield Hartford Machine Screw Co. Div. of Standard Screw Co. Scovill Manufacturing Co. Waterbury Superior Manufacturing Co., The Winsted Torrington Co., The Torrington Div. of Hartford Waterbury e_ Winsted Silverware Saw Blades—Hack Capewell Mfg. Co., The International Silver Co., The Wallace Silversmiths, Inc. Meriden Hartford Saw Blades—Hack & Band
Capewell Manufacturing Company Hartford
Thompson & Son Co., The Henry G.
New Haven Screws-Socket Allen Manufacturing Co., The Wallingford Bloomfield Bristol Co. The Wa Hartford Machine Screw Co. Div Standard Screw Co. Waterbury Simulators iv. of Hartford Reflectone Electronics. Stamford Sintered Metal Products
American Sintering Div. of Engineered
Plastics, Inc. (Powder Metal Parts)
Watertown
Watertown Driscoll Wire Co., The (steel) Saws, Band, Metal Cutting
Atlantic Saw Mfg. Co. New Haven
Capewell Manufacturing Co., The Hartford Shelton Screw Threads—Inserts
Heli-Coil Corp.
Danbury Raybestos Div. of Raybestos-Manhattan. Saws-Hole Capewell Manufacturing Co., The Hartford Thompson & Son Co., The Henry G. New Haven Sizing and Finishing Compounds American Cyanamid Co. Water Better Packages, Inc. ("Counterboy,"
"Tape-Shooter," "Big Inch") Shelton Waterbury Slide Fasteners
G. E. Prentice Mfg. Co., The
Scovill Mfg. Co. (GRIPPER zipners)
Waterbury Nielson & Sons, Inc., John R. hardwood and softwood) So Russell Mfg. Co. (for oven doors and fire bulkheads) Middletown South Windsor Slotters Gros-Ite Industries, Inc. (Roy) Farmington Scissor Acme Shear Company, The Bridgeport Small Assemblies Simplex Tool & Die, Inc. Mite Corp., The (Sewing Machine attach-Milford Simplex 1991 & Smoke Stacks
Norwalk Tank Co. Div. Mersick Industries.
South Norwalk Norlee Aluminum Prod. Corp. ments)
Merrow Machine Co., The
Singer Manufacturing Co.
The (industrial)
Religence: Bloomfield

bottles)

Welmann Bros. Mfg. Co., The (small for

Screw Machine Cams George Cam Co., J. T.

Screw Machines H. P. Townsend Mfg. Co., The

Derby

Elmwood

Samp Fasteners
Patent Button Co., The
Scovill Mfg. Co. (GRIPPER sanap fastenWaterbury

Fuller Brush Co., The (personal, household and industrial)

East Hartford

Bridgeport

Sharpeners
Gorn Electric Co., Inc. (electric knife and Stamford

Acme Shear Co., The (household)

CONNECTICUT PRODUCTS AND SERVICES

Socket Screw Products Holo-Krome Screw Corp. West Hartford

Soldering Irons
Electric Soldering Iron Co., Inc. Deep River

Vinco Electronics Corp. New Haven

McMellon Bros., Inc. Bridgeport

Special Machinery
Amco Manufacturing, Inc.
East Windsor, Warehouse Point
Banthin Enginering Co. (complete and/or
Bridgenort parts)
Farrel-Birmingham Co., Inc.
Federal Machine & Tool Co.
Fenn Mfg. Co., The
Gros-Ite Industries, Inc.
Hartford Special Machinery

Bridgepor.
Ansoniae
Bridgepor.
Ansoniae
Ansoniae
Bridgepor.
Ansoniae
Ansoniae
Framington
Farmington
Co., The
Hartford
Hartford
Hartford
Hartford
Hartford Bridgeport Ansonia Bristol

II. P. Townsend Mfg. Co., The Ellimwood Lacey Mfg. Co., The National Sheradizing Machine Co. (mandrels & stock shells for rubber industry) Tucker Machine Co.

Special Machining Superior Steel Products Corp. Cheshire

Special Parts

American Standard Products, Inc. Hartford Custom Products Corp Bridgeport Fenn Mfg. Co., The Newington Hartford Machine Screw Company Div. of Standard Screw Co. Hartford Mic Corp., The (small machines, especially precision stampings)

New Haven Torrington

Specialties-Wire J. C. Products, Inc. Higganum

Spline Milling Machines
Townsend Mfg. Co., The HP Elmwood

Spools-Paper & Fibre Sonoco Products Co. Mystic

Seamless Rubber Co. New Haven

Spotwelding Spotwelders, Inc. (aluminum, nesium, titanium & alloys) steel. Stratford

Waterbury Companies, Inc. (for Lighter Fluids and Light Oils) Waterbury

Spray-Bake Machines Capitol Machine Company The (Conveyor)

Stamford Polishing & Plating Corp. Stamford

Spray Painting Equipment & Supplies a Manufacturing Co., The Waterbury

Spring Coiling Machines
Torrington Mfg. Co., The Torrington

Spring Presses
Townsend Mfg. Co., The H. P. Elmwood

Spring Units
Owen Silent Spring Div, American Chain
& Cable Company, Inc. Bridgeport

Spring Washers The Wallace Div. Associated Barnes Co., The Spring Corp.

Arrow, Mfg. Co., The Forestville CE-JA Springs, Inc. (coil & torsion)
Newington

Springs-Coil & Flat The Wallace Div. Associated Barnes Co., The Wallace Div. Associated Spring Corp.
Barrett Co., William L Bristol Bristol Spring Mfg. Co.
Newcomb Spring Corp., The Southington Peak Spring Co., The Stanley Humason, Inc.

Stanley Humanov.

Springs—Flat

Atlantic Precision Spring Co.
Barnes Co., The Wallace Div. Associated
Bristol
Plainville
Forestville
Bristol
Plainville
Forestville
Bristol
Plainville
Forestville
Bristol Barnes Co., The Wallace Spring Corp. Bristol Spring Mfg. Co. W.N.F. Company, Inc. Hartford

Springs—Wire

Arrow, Mfg. Co., The
Banner Spring Corporation Hartford
Barnes Co., The Wallace Div. Associated
Spring Corp.
Bernston Co., J. W. Plainville
Bristol Spring Mfg. Co. Plainville
Colonial Spring Corp., The Hartford
Comerford Mfg. Co., Inc. (compression, extension, torsion)
Everett Co., Inc. (coil and torsion)
Everett Co., Inc. (coil and torsion)

Everett Co., Inc. (coil and torsion)

Spring Corp., The Southington

(coil and torsion) Newcomb Spring Corp., The Southington D. R. Templeman Co. (coil and torsion) Plainville

Terryville Stamped Metal Products

Anaconda American Brass Company, The
Waterbury

Terry Spring Company

Stampings
Comerford Mfg. Co., Inc.
Di-El Tool & Die Company (short run)
Meriden
Dorset-Rex, Inc., Subsidiary of Landers,
Frary & Clark
Laminated Shim Co., Inc.
Lacey Mfg. Co., The (precision sheet
metal)

Stampings
Meriden Thomaston
Bridgeport
Tun—metals

lacey Mig. Co., And Bridgeport Metal)
Newhart Products, Inc. (short run—metals & plastics)
Milford Prentice Mfg. Co., The G. E. Kensington Scovill Mfg. Co. (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled)
Waterbury

Stampings—Small
Barnes Co., The Wallace Div.
Spring Corp.
Barrett Co., William L.
Bristol Spring Mfg. Co.
Laminated Shim Company, Inc.
Mite Corp., The
Scovill Manufacturing Company
Waterbury Companies, Inc.
Wire Form, Inc.
Waterbury Pressed Metal Co.

Waterbury
Waterbury
Waterbury
Waterbury
Waterbury
Waterbury

Stamps
Hoggson & Pettls Mfg. Co., The (steel)
Parker-Hartford Corp. (steel)
Schwab & Company (steel)
Bridgeport

Stamped Assemblies
Cowles & Co., C. New Haven
Seovill Manufacturing Company Waterbury

Anaconda American Brass Company, The Waterbury

Steam Turbines
Terry Steam Turbine Co., The
Whiton Machine Co.

Hartford
New London

Steel Castings

Malleable Iron Fittings Co. Branford
New England Alloy Casting Corp. (carbon,
low alloy and stainless steel castings)
Hartford Nutmeg Crucible Steel Co.

Steel—Cold Rolled Spring
Eastern Steel and Metal Company
West Haven
Barnes Co., The Wallace Div. Associated
Spring Corp.
Bristol
Detroit Steel Corporation

Steel—Cold Rolled Stainless
Seymour Mfg. Co., The Seymour
Ulbrich Stainless Steels Wallingford
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip
Feroleto Steel Co., Inc.
Detroit Steel Corporation

Steel Corporation Hamden

Steel—Cold Rolled Strip and Sheets
Eastern Steel and Metal Company
West Haven
Wallingford Steel Company Wallingford

Steel Flanges Ideal Forging Corp. (stainless) Southington

Merriam Mfg. Co. (sheets products to Durham

Steel—Ground Flat Stock
Thompson & Son Co., The Henry G.
New Haven

Steel Rolling Rules Waterbury Lock & Specialty Co., The Milford Steel-Stainless Alloy and Carbon Frasse & Co., Inc., Peter A. Har

Hartford

Steel Stamps Cooney Engraving Co. Branford

Steel Strapping
Douglas Industrial Supply Corporation
New Haven

Stereotypes New Haven Electrotype Div. Electro graphic Corp. New Haven

Stop Clocks, Electric H. C. Thompson Clock Co., The Bristol

R. A. E. Storage Battery Mfg. Co. Glastonbury

Straps, Leather

Auburn Mfg. Co., The (textile, industrial, skate, carriage)

Strip Steel

Detroit Steel Corp.
Dolan Steel Company, Inc.
Eastern Steel and Metal Company
West Haven

Leed Co., The H. A. Hamden

Studio Couches Waterbury Mattress Co. Waterbury

Super Refractories

Mullite Works Refractories Div. II. K.
Porter Co., Inc. Shelte Shelton

Surface Metal Raceway & Fittings Wiremold Company, The Hartford

Surgical Dressings
Acme Cotton Products Co., Inc.
East Killingly

Surgical Germicides Bard-Parker Company, Inc. Surgical Instruments Bard-Parker Company, Inc. Danbury

Fenn Mfg. Co., The Newington Torrington Co., The Torrington Waterbury Farrel Foundry & Machinery Co., The, Div. of Textron, Inc. Waterbury

Sweeping Compounds
Nielson & Sohs, Inc., John R.
South Windsor

Switches
Allied Control Co., Inc. (subminiature, toggle & pushbutton) Plantsville Capitol Machine Company The (Circuit Selector—Push Button & Lever) Danbury

Switchboards Wire and Cables Rockbestos Wire & Cable Co, Div. of Cerro Corp. (asbestos insulated) New Haven

Tableware -Stainless Steel Wallace Silversmiths, Inc. Wallingford

Tableware—Sterling Silver Wallace Silversmiths, Inc. Wal Wallingford

Tabulating Equipment-Manual Woodbury Denominator Company, Inc. Veeder-Root, Incorporated

Alsop Engineering Co.
Bigelow Co., The (steel)
Connecticut Welders, Inc.
(steel, alloy & Wallingford
New Hayen Inned)
Enthone, Inc.
Norwalk Tank Co. Div. Mersick Industries,
Inc.

Allow)
New Haven
South Norwalk
Fairfield Inc. (Alloy) Fairfield Rolock, Inc. (Alloy) Fairfield Storts Welding Co. (steel and alloy) Meriden

Russell Mfg. Co. (Glass Electrical Insulat-ing Tapes, Glass Fabrics for Plustic Moulding) Middletown

Tape Machines
Better Packages, Inc. (Manual and electric models for case taping)
Shelton

Hanson-Whitney Co., The Hartford Pratt & Whitney Co., Inc. West Hartford

Taps—Collapsing
Geometric Tool Co., Div. United-Greenfield

Tap, Drill & Stud Removal Walton Co., The West Hartford

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CONNECTICUT PRODUCTS AND SERVICES

Walton Co., The (and extensions)
West Hartford

Brownell & Co., Inc. Moodus

Technical Writing
Watson-Manning Advertising Stratford

Telemetering Instruments
Bristol Co., The Waterbury

Television—Radio Junior Screw Machine Products, Inc. West Haven

Temperature Controllers
Electronic Controls, Inc. Stamford

Waterbury Companies, Inc. Waterbury
Testers—Insulation Wire & Cable
Davis Electric Company
Wallingford

Testers—Nondestructive, Ultrasonic Branson Instrument, Inc. Stamford Sperry Products Co., Div. of Howe Sound Co. (Ultrasonic, X-ray and magnetic particle) Danbury

Testing
American Metaseal, Inc. (pressure) Hamden
Kahn and Company, Inc. (hydraulic, pneumatic, electronic) Wethersfield

Testing Services

Sperry Products Co., Div. of Howe Sound Co.
(U:trasonic, X-ray and magnetic particle)

Danbury

Metals Testing Co., Inc.
(Certified NonDestructive—Magnaflux, Zygio)

East Hartford

Test Stands and Equipment
Kahn and Company, Inc. Wethersfield

Textile Printing Gums
Polymer Industries, Inc. Springdale

Amerbelle Corporation Rockville

Thermometers
Bristol Co., The (recording and automatic control) Waterbury Manning Maxwell & Moore, Inc. Stratford

Thin Gauge Metals
Plume & Atwood Mfg. Co., The Thomaston
Thinsheet Metals Co., The (plain or tinned
in rolls)
Waterbury

Thread
American Thread Co., The Willimantic
Belding Heminway Corticelli Putnam

Threading Products Design & Mfg. Corp. Newington

Thread Gages
Hanson-Whitney Co., The
Johnson Gage Company
Pratt & Whitney Co., Inc.
West Hartford

McMellon Bros., Inc. Bridgeport

Pratt & Whitney Co., Inc. West Hartford
Thread Repair Kits
Hell-Coil Corp.
Danbury

Thread Rolling Machinery
Hartford Special Machinery Co. (flat die)
Hartford
Shuster Wire Machine Div. Mettler Machine
Tool. Inc.
Wew Haven
Waterbury Farrel Foundry & Machine Co.,
The, Div. of Textron. Inc. Waterbury

Threading Machines
Grant Mfg. & Machine Co., The (double end automatic)

Bridgeport

A. W. Haydon Co., The Waterbury H. C. Thompson Clock Co., The Bristol Cramer Controls Corp., The Centerbrook Rhodes, Inc., M. H.

Timing Devices

3 & N Tool & Engineering Co. (development and model work)
Cramer Controls Corp., The
Lux Clock Mfg, Co.
Rhodes, Inc., M. H.
United States Time Corp., The Waterbury

Timing Devices & Time Switches
A. W. Haydon Co., The
Lux Clock Mfg. Co.
Waterbury
M. H. Rhodes, Inc.
Waterbury
Hartford

Thinsheet Metals Co., The metals in rolls) Waterbury Wilcox-Crittenden Div. North & Judd Mrg.
Co.

Sanitary Paper Mills, Inc. (Dovalettes facial, bathroom and handkerchiefs)

East Hartford

Armstrong Rubber Co., The West Haven

Toiletries Chesebrough-Pond's, Inc. Clinton

D.S.O. Mfg. Co. (for plastic extruders)
Kensington

Vanderman Mfg. Co., The Willimantic

Tool Hardening Commercial Metal Treating Co. Bridgeport

B & N Tool & Engineering Co. (dies, jigs, fixtures, sub-press and progressive)
Thomaston
Hoggson & Pettis Mfg. Co., The (rubber workers) 141 Brewery St. New Haven
Sewil Co., Harmon S. (small)
Guilford

Tool Designers
Crescent Tool & Design (tools & special machinery) Glastonbury
Research & Development Designers, Inc.
Middletown

Tools & Dies
Metropolitan Tool & Die
Lacey Mfg. Co., The
Moore Special Tool Co.

Hartford
Bridgeport
Bridgeport

Tools, Dies & Fixtures
Mite Corp., The New Haven
Tatem Manufacturing Co, (hi-density laminted wood for making)
Eastford

Tools, Dies, Jigs & Fixtures
Arcade Tool & Die Co.
Di-El Tool & Die Company
Fairfield Tool Co., Inc., The
Lyons Tool & Die (modelwork, jig boring)
Meriden
Otterbein Co., J. A.
RSV Engineering Co. (gages)
Telke Tool & Die Mfg. Co.
Wethersfield
Kensington

Tools, Fixtures, Gauges
Elmwood Tool & Machine Company, Inc.
Elmwood
Fredericks Tool Co., J. F. West Hartford

Totalizers
Reflectone Electronics, Inc. Stamford

Geo. S. Scott Mfg. Co., The Gilbert Co., The A. C. U. S. Plastic Molding Corp. Waterbury Companies, Inc.

Automatic Signal Div. Eastern Industries, Inc. Norwalk

Trucks—Commercial

Metropolitan Body Company (International
Harvester Truck chassis and "Metro"
bodles)

Bridgeport

Weimann Bros. Mfg. Co., The (for collapsible tubes)

Scovill Manufacturing Co. (UNIFLARE flared tube and LOXIT compression tube)

Tubers
Standard Machinery and Davis-Standard
Divisions of Franklin Research Corp.
Mystic

Tubes-Collapsible Metal Sheffield Tube Corp., The New London Tubing
Anaconda American Brass Company, The
(brass & copper) Waterbury
G & O Manufacturing Co. (finned)
New Huven
Scovill Mfg. Co. (Brass and Copper)

G & O Manuscenting

New Haven

Scovill Mfg. Co. (Brass and Copper)

Waterbury

Wallingford Steel Co., The (stainless and wallingford

Tubing—Carbon and Stainless Steel Frasse & Co., Inc., Peter A. Hartford

Tubing—Flexible Metallic Anaconda American Brass Co., The, Metal Hose Branch Waterbury

Tubing—Heat Exchanger
Anaconda American Brass Company, The
Waterbury
Scovill Mfg. Co. Waterbury

Tumbling Barrels and Accessories Nielsen & Sons, Inc., John R. South Windsor

Tumbling Equipment and Supplies
Esbec Barrel Finishing Corp. Byram

Tumbling Service Esbec Barrel Finishing Corp. Meriden

Turntables
Macton Machinery Co., Inc. (industrial & Stamford

display) Stamford

Typewriters

Royal McBee Corp. Hartford

Underwood Corporation Hartford

Typewriter Ribbons and Supplies
Royal McBee Corp. Hartford

and Bridgeport

Magson Uniform Co. Kensington

Utrasonic Equipment

Branson Ultrasonic Corp. Stamford

Branson Utrasonic Equipment
General Instrument Corporation
Harris Transducer Div.

Stamford
Stamford
Woodbury

Seamless Rubber Co. New Haven

Universal Joints
Gray and Prior Machine Co. (for machinery)

Hartford

Vacuum Bottles and Containers American Thermos Products Co. Norwich

Vacuum Cleaners
Electrolux Corp. Old Greenwich
Spencer Turbine Co., The Hartford

Illuminized Finish Co. Cromwell

Vacuum Forming
Newhart Products, Inc. (all thermo forming plastics)
Milford

Vacuum Metallizing
Aluminized Finish & Mfg. Co. Cromwell

Jenkins Bros.
Rockwell Co., W. S. (Butterfly) Fairfield

Valves—Aircraft
Bridgeport Thermostat Div.
Fulton Controls Co.
Skinner Precision Industries,
Skinner Electric Valve Div. New Britain

Valves-Relief & Control Beaton & Caldwell Mfg. Co. New Britain

Valves-Safety & Relief Manning Maxwell & Moore, Inc. Stratford

Valves—Solenoid
Allied Control Co., Inc.
Plantsville
Skinner Precision Industries, Inc.,
Skinner Electric Valve Div. New Britain

Dorset-Rex, Inc., Subsidiary
Frary & Clark
Scovill Mfg. Co.

Vanity Boxes
Of Landers,
Thomaston
Waterbury

CONNECTICUT PRODUCTS AND SERVICES

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USTRY

American Velvet Co. (owned and operated by A. Wimpfheimer & Bros., Inc., Inc.) Leiss Velvet Mfg. Co., Inc., The Williamntic Stonington

Vending Machines Choice-Vend Div. of Seeburg Corporation Hartford

Venetian Blinds

Findell Mfg. Co. Jennings Co., The S. Barry Manchester New Haven

Ventilating Systems

Plainville Colonial Blower Co.

Vibration Detection Equipment Rocky Hill Advanced Electronics, Inc.

Vibrators—Pucumatic

Branford Co., The (industrial) New Britain Vinyl Extrusion & Moulding Compounds Electronic Rubber Co. Stamford

Synco Resins, Inc. Bethel

Vise Fixtures Dery & Sons Tool & Die Co., A. L. Pine Meadow

Vise Jaws Dery & Sons Tool & Die Co., A. L. (gang with loading trays) Pine Meadow

Vises Fenn Manufacturing Co., The (Quick-Action Vises)
Skinner Precision Industries, Inc.,
Skinner-Horton Chuck Div. New Britain
Vanderman Mfg. Co., The (Combination
Bench Pipe)

Wall Paper Stamford Wall Paper Co., Inc. Stamford

Washers

American Felt Co. (felt) Glenville Auburn Mfg. Co., The (all materials) Fabricon Corp. Unionville

Washers-Felt has, W. House & Sons, Inc. (Mills & Unionville

Watches

E. Ingraham Co., The Bristol United States Time Corp., The Waterbury Washers-Precision

Laminated Shim Company, Inc. Glenbrook

Water Deionizers Penfield Mfg. Co. Meriden

Water Heaters
Whitlock Mfg. Co., The (Instantaneous &

Waxes Fuller Brush Co., The (liquid and paste for floor and furniture) East Hartford Harrison Company, The A. S., (and other protective coatings) South Norwalk

Webbing Russell Mfg. Co. (Webbing for Safety Seat Belts—all types of webbing) Middletown

Welding

Aircraft Welding & Mfg. Co., Inc. (aluminum, stainless steel, magnesium) Aluminum Wire Products Co., Inc. (Aluminum Welding & Brazing Wire)
Glastonbury
Ansonia Steel Fabrication Co., Inc. (steel stainless steel and aluminum fabrication) Hartford

Connecticut Weiders, Inc. (fabrication & repairs)

repairs) Wallingford Industrial Welding Co. (Equipment Manu-facturers—Steel Fabricators) Hartford Storts Welding Company (tanks, coils & fabrication) Meriden

Tag Alloy Welding & Mfg. Co., Inc. (nu-clear, missile and aircraft type) Glastonbury

Welding—Lead
Connecticut Welders, Inc. (tanks & coils)

Lead Products, Inc. (tanks & fabrication)

Munchester
Storts Welding Company (tanks, coils & unodes)

Welding—Lead Bricks Lead Products, Inc. Manchester

Welding Rods
Anaconda American Brass Co., The Waterbury Bristol Brass Co., The (brass & bronze)
Bristol

Welding Solder Lead Products, Inc. (wire, bar and cakes and babbits) Manchester

Wells
Church Co., The Stephen B. Se
Wheel Dressers-Diamonds
Russell, Inc., R. R. New Seymour Newington

Auburn Mfg. Co., The (felt, asbestos) Middletown Holyoke Heater Corp. of Conn., Inc. Hartford

Window & Door Guards Smith Co., The John P. Ne New Haven

Anaconda American Brass Company, The Waterbury Atlantic Wire Co., The (steel) Branford Bartlett Hair Spring Wire Co., The (brass & bronze) Bristol Brass Corp., The (brass & bronze) Bristol Driscoll Wire Co., The (steel) Shelton Hudson Wire Co., Winsted Div. (Insulated & enameled magnet) Winsted Montgomery Company, The (fine copper, OFHC, cadmium, aluminum, tin or silver coated) Windsor Locks Platt Bros. & Co., The (zinc and zinc alloy wires) Waterbury Scovill Mfg. Co. (Brass, Bronze and Nickel Silver) Waterbury Viking Wire Co., Inc. (enameled magnet) Danbury

Wire and Cable
Continental Wire Corp. (for industrial and military applications)
Wallingford
General Electric Company (for residential, commercial and industrial applications)
Bridgeport
International Silver Co., The (coaxial and specialized types)
Rockbestos Wire & Cable Co. Div. of Cero
Corp. (all asbestos, mining, shipboard and appliance applications)
(Advt.)

(Advt.)

Wire Baskets Rolock, Inc. Fairfield Wiretex Mfg. Inc. (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire & Cable—High Temperature Lewis Engineering Co., The Naugatuck

C. O. Jeliff Mfg. Co., The (all metals, all meshes) Southport McCluskey Wire Co., Inc. (Fourdrinier) Pequot Wire Cloth Co., Inc. (industrial grades only)
Rolock, Inc. (alloy)
Smith Co., The John P.
New Haven

John P. Smith Co., The New Haven

Wire Displays—Baskets Apeo Products, Inc. C Centerbrook

Wire Forming Machinery Nilson Machine Co., The A. H. Shelton Torrington Mfg. Co., The Torrington

Wire Formings
Master Engineering Co. West Cheshire
North & Judd Mfg. Co. New Britain
Oakville Co. Div. Scovill Mfg. Co. Oakville
Turner & Seymour Mfg. Co., The
Torrington

Atlantic Precision Spring Co.
Banner Spring Corp.
Barnes Co., The Wallace Div.
Spring Corp.
Bristol Spring Mfg. Co.
Colonial Spring Corporation,
Gemeo Mfg. Co., Inc.
Stanley Humason, Inc.
Peck Spring Co.
Templeman Co., D. R.
Terryville Mfg. Co.
Wire Form, Inc.

Wire Form, Inc.

Forestville Hartford
Southington
Forestville Plainville
Terryville Mfg. Co.

Terryville Mildale

Wire Goods American Buckle Co., The (overall trimings)
Brooks & Sons, Inc., M. S. (small wire parts)
Scovill Mfg. Co. (to order)
West Haven
Wes

Wire Partitions John P. Smith Co., The New Haven Torrington

Wire Products Artistic Wire Products, Inc. J. C. Products, Inc. Taftsville Higganum

Wire Reels

Nilson Machine Co., The A. H., Shelton Shuster Wire Machine Div, Mettler Machine Tool, Inc.

New Haven Waterbury Farrel Foundry & Machine Co., The, Div. of Textron, Inc.

Waterbury

American Buckle Co., The and tinners' trimmings) West Haven Templeman Co., D. R. Plainville

Andrew B. Hendryx Co., The New Haven

Wire Springs
Carlson Spring Co. (Torsion, Compression,
Extension)

Wire Straightening & Cutting Machinery Shuster Wire Machine Div. Mettler Ma-chine Tool, Inc. New Haven

Wiring Devices Harvey Hubbell, Inc. Bridgeport

Wood Scrapers Fletcher-Terry Co., The Forestville

Woodwork
C. H. Dresser & Sons, Inc. (Mfg. all kinds of woodwork)
Hartford Builders Finish Co. Hartford Peerless Woodworking Corporation
East Glastonbury

Chas. W. House & Sons, Inc. (Mills & Cutting Plant)

Writing Materials
Eagle Pencil Company

X-ray—Industrial
Bridgeport Testing Laboratory Inc.
Bridgeport

Yarns

Aldon Spinning Mills Corp., The (fine-woolen and specialty) Talcotville
Ensign-Bickford Co., The (jute-carpet)
Sinusbury

Platt Bros. & Co., The (ribbon, strip and wire) P. O. Box 1030 Waterbury

Zinc Castings
Mosman Co., Charles H.
Newton-New Haven Co., Inc.
Westbrook
West Haven

Zinc Die Castings
Engineers Tool & Mfg. Co., Inc. Bridgeport
Mt. Vernon Die Castings Corp. Stamford
Peasley Products, Inc. Stratford
Stewart Die Casting Div. Stewart-Warner
Corp. Bridgeport Bridgeport

AUGUST, 1961

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HAVE YOU HEARD?

A woman waiting at the door ready to go to the store had her arms full of coats and four little children at her side.

Her husband, coming down the stairs, asked why she was standing there. She replied, handing him the coats, "This time you put the children's coats on and I'll go honk the horn."

Then there was the little boy who strayed away from his father at the fairgrounds and cried to the policeman that he was lost.

"What's your father like?" asked the policeman.

And the boy replied, "Beer and women."

"My wife has the worst habit of staying up until one or two o'clock in the morning and I can't break her of it,"

"What is she doing all that time?"
"Waiting for me to come home."

A medical professor was lecturing his students on stress and strain of modern living.

"Then there was the sultan who kept his harem three miles from where he lived," he told the class. "Every day he sent his servant to select him a companion for the day. The sultan lived to 87, but the servant died at 40," he continued.

"The moral to the story: it's not the women that kill you but the running after them."

"Whatever happened to George?"

"Didn't do too well as an architect, so he went on the stage."

"How's he doing?"
"Still drawing poor houses."

Businessman: "I wonder how many important men are attending this meeting tonight."

Wife: "One less than you think."

While working the Arizona territory, a salesman came across an Indian sitting lazily in front of his tepee. He said, "Why don't you get yourself a job, Chief? You could earn some money."

"Why?"

"Well you could put some away and one of these days you'd have enough to retire on. Then you wouldn't have to work anymore."

"Not working now," said the brave.

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A Pattern for Industrial Lighting

AETNA SHEET METAL WORKS, INC.

Morris and Irvin Ertman of Aetna Sheet Metal Works Inc., Meadow Street, East Hartford have installed industrial lighting which combines the versatility and flexibility of good general lighting with specific applications of supplementary, local lighting.

It is possible to change locations of machinery without rearranging the lighting and they may utilize floor space fully. Although it is possible to illuminate some manufacturing processes with general lighting alone, Aetna Sheet Metal makes use of local, supplementary lighting to maintain top efficiency and accuracy. A simple, manual adjustment by a craftsman allows him to accent fine detail in his work. The character of the work may vary considerably from matte surface to glassy smoothness, from dark to light. The two men at the press brake can easily see scribe marks which define their tasks. Draftsmen readily discern fine lines and measures.

The Industrial Representative from your electric utility company can help you analyze the seeing tasks and recommend the amount and type of illumination to provide the best visibility. Call him soon.





THE HARTFORD ELECTRIC LIGHT COMPANY
THE CONNECTICUT LIGHT AND POWER COMPANY
THE UNITED ILLUMINATING COMPANY

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USTRY

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